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India's First Infrastructure Equipment Magazine®

July 2024 • Vol. 17 No. 6

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FEATURES:

- Wheel Loaders...44
- Telehandlers...48

REPORT:

- Volvo EC210 launch...36

TECHNOLOGY:

- ABB India...70

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2030 Goal: 250,000 Excavators!

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WILL UNION BUDGET 2024-25 CONTINUE THE INFRA MOMENTUM?

India's construction equipment industry has defied conventional expectations this election season, experiencing a notable surge in sales volumes. Typically, this period witnesses a decline of 10 to 15 per cent due to political uncertainties hindering project approvals. However, in a surprising turn, industry volumes have increased by approximately 20 to 26 per cent year-over-year (YoY) since January, according to industry insiders.

The reasons for this surge clearly the record construction in the roads sector. NHAI, against a target of 6,544 km, constructed 6,644 km in 2023-24. It spent a record ₹ 2,07,000 crore on highway construction in 2023-24 which is a jump of 20 per cent compared to ₹1,73,000 crore spent in 2022-23 and ₹1,72,000 crore in 2021-22.

Speaking at the launch of Volvo CE India's new EC210 excavator, **Dimitrov Krishnan, MD, Volvo CE India**, remarked, "Despite it being an election year, we have not observed any decline in sales volumes. In fact, from January to April alone, the industry has maintained a steady 20 per cent growth compared to the previous year."

Volvo's EC210, labeled 'Built for Bharat', is a 20-tonne class hydraulic excavator designed for superior performance, exceptional fuel efficiency, and reduced maintenance.

Looking ahead, many companies are gearing up for significant investments in the Indian market. Volvo CE India, for instance, plans to conduct 210 roadshows nationwide, underscoring its commitment to expanding its presence. As part of their strategy, Volvo CE India has partnered with Shriram Automall India to facilitate the exchange and sale of pre-owned CE, ensuring a seamless customer experience.

Meanwhile, Case CE has introduced its indigenous skid steer loader, the 49-hp, BS3-compliant SSL SR130B, powered by a Perkins engine, specifically tailored for the Indian market. Similarly, ACE has reported a remarkable 108.80 per cent growth in net consolidated profit for the quarter ending March 31, 2024, bolstered by strategic initiatives including a partnership with Bank of Baroda to offer financing solutions to construction equipment businesses. ACE is also exploring a joint venture with Kato Works to strengthen its market position in India. Sany India, too, has signed an MoU with Union Bank of India to enhance financial support and growth opportunities nationwide.

With these positive trends in mind, the Union Budget scheduled for 22nd July appears to be promising to continue its enhanced outlays in infrastructure thereby enabling continuance in acceleration of India's construction equipment sector. The Infrastructure Today Conclave on July 18-19 in Delhi would provide several answers. So look out for details on this event and see you there.



Pratap Padode

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INSIDE



Cover Story: Hydraulic Excavators

2030 Goal: 250,000 Excavators!

24

India aims to increase its annual production from approximately 85,000 units to 250,000 units by 2030, driven by infrastructure investments in roads, railways, and mining.

Caterpillar launches new facelift excavators

32

The Cat 323D3 and 320D3 machines are equipped with the new electrohydraulic system to reduce fuel consumption, and maintenance costs and improve operational controllability and efficiency.

Volvo EC210: A Technological Marvel

36

Built for Bharat, Volvo EC210 offers superior performance, exceptional fuel efficiency and lower maintenance cost, and will be available at 300+ outlets across the country.



“Hyundai holds a No. 2 position in excavator attachments in India.”

42

– Joydeep Bakshi, National Sales Head (Sales & Marketing), Hyundai CE India

Feature: Wheel Loaders Loading the Future

44



Recent innovations in wheel loader technology have been transformative, and electric wheel loaders are at the forefront of this revolution.



“Innovations in wheel loader have focused on improving productivity.”

47

– Nischal Mehrotra, Sr. Vice President, Sales & Marketing, LiuGong India

Feature: Telehandlers

Enhancing Efficiency and Safety

48



Telehandlers have emerged as indispensable equipment in India's burgeoning infrastructure and industrial sectors, offering versatility, efficiency, and safety in material handling operations.

Rental



“Rental companies are embracing digitisation.”

54

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

75
Years

of moving forward

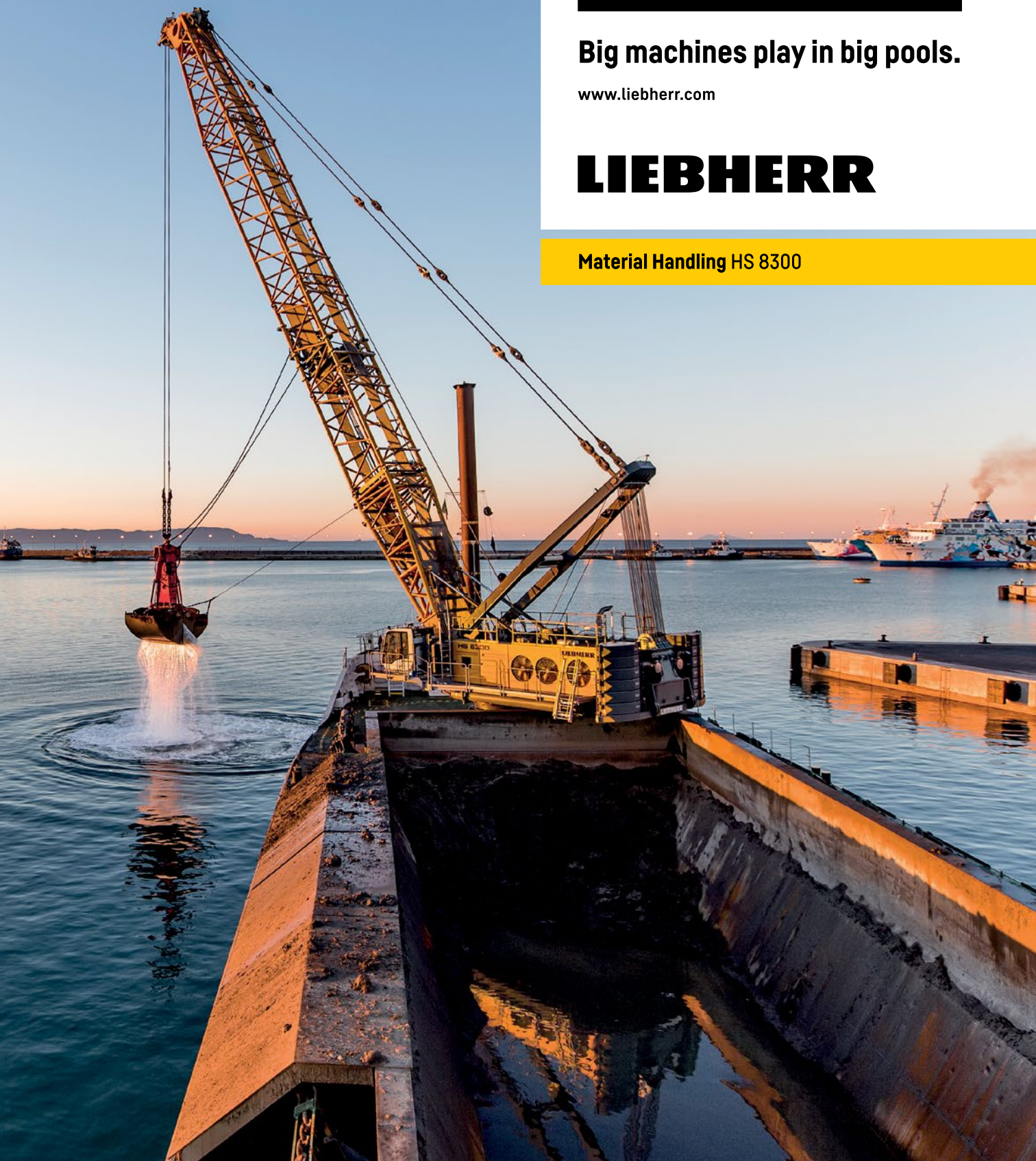
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INSIDE

Report

Building India's Global Manufacturing Capabilities

56

The Indian manufacturing sector stands at a critical juncture, with several opportunities arising from global shifts and local initiatives. But to take advantage of this evolving market, Indian manufacturers have to raise their global competitiveness, says **Rakesh Rao**.

Special Focus: Attachments

Urbanisation Boosts Attachments Market!

62



Rapid urbanisation and infrastructure expansion propel the demand for excavator attachments, driving market growth exponentially.

Regulars

Findex	10
What's Up	12
Around the World	20
CASH News.....	80
Movers and Shakers.....	82
Tenders	84
Twit-Bits	88

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C.A.S.H

61

Technology

Driving Energy Efficiency

70



ABB India's latest milestone underscores its sector leadership and the crucial role of advanced motor technologies in driving national energy savings.

Case Study

Lubricating India's Mining for Higher Efficiency

73



One of India's mining giants sought a strategic solution from Mobil™ to optimise their equipment performance and minimise maintenance disruptions.

EXCELLENCE MEETS INNOVATION

PC81

Komatsu India offers the new PC81 Hydraulic Excavator model equipped with the cutting-edge HydraMind hydraulic system. This new model is a blend of innovative engineering built to suit different jobsite applications. With its high quality and superior operational efficiency, Komatsu's new PC81 assures customer a sustained profitability over the long term. Through a commitment to innovation and a strong focus on quality, Komatsu continuously drives progress and sets its industry standards globally.



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SEARCH

This service is provided for easy reference to the organisations and individuals reported in this issue.

ORGANISATION

ABB India.....	71
Action Construction Equipment 16, 20	
Ammann India	77
Bank of Baroda	16
Bomag Group.....	22
BorgWarner	80
Bridgestone	81
CASE Construction Equipment	14
Caterpillar	20
Caterpillar India	32, 46
CNH Capital	14
CNH India.....	14
Construction Equipment Rental Association (CERA).....	54
CRISIL Ratings.....	25
Dana India.....	81
Deere	83
Doosan Bobcat	18
EKA Mobility.....	81
ExxonMobil.....	73
Fayat Group	22
Gates Corp	76
Hyundai CE India	28, 42
JCB India	24, 45, 50

JK Tyre	80
Komatsu India	28
Liebherr	20
LiuGong India	46, 47
Manitou India	49
MYCRANE	12
New Holland	14
Omega Crushing and Screening	12
Propel Industries	12
SANY Heavy Industry India	16
Sany India.....	12, 30
SDLG India	45
Tata Hitachi Construction Machinery®	78
TIL Limited	22
Topcon.....	12
Union Bank of India	20, 22, 28, 37
Volvo CE.....	26, 37
Volvo CE India.....	82
Wirtgen India	80
Witt India	22
XCMG	

PEOPLE

Amit Bansal.....	46
Anuj Kathuria	80

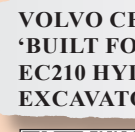
Ashishkumar Tiwari	12
Deepak Garg.....	30
Deepak Shetty.....	24, 50
Dimtrov Krishnan	26, 37
Dr Ingo Ettischer	22
Fernando Villa	20
Hafeez Khan	49
Jean-Claude Fayat.....	22
Joseph Fadool.....	80
Joydeep Baksi	28, 42
Kamel Sid	28, 37
Mukul Dixit.....	32
Narinder Mittal.....	14
Nishcal Mehrotra.....	46, 47
Poonam Upadhyay	25
Pratik Kumar.....	80
Ralf Junker	22
Sanjeev Arora	71
Sanjeev Sharma	81
Satin Sachdeva.....	54
Senthil Kumar Varadharajan.....	12
Surat Mehta.....	45
Toshiki Onishi	30
Yasunori Fujii	28

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Sany, Union Bank tie-up

Sany India, a leading manufacturer of construction equipment, is pleased to announce the signing of an MoU with the Union Bank of India. Through this strategic partnership, Sany India aims to provide substantial growth and development opportunities across the country along with enhanced financial support to its customers while facilitating easier access to Sany India's advanced product line along with readily available financial solutions.

The MoU was signed in the presence of **Naveen Jain, Zonal Head, Pune of Union Bank of India,**



and **Sanjay Saxena, COO of Sany India,** accompanied by senior officers from both organisations. This collaboration between Sany India and Union Bank of India is strategically designed to leverage the strengths of both entities, providing a range of

customised financial services tailored to meet the needs of the customers. This collaboration is designed to streamline the financing process, making it more efficient and customer-friendly, thereby empowering businesses across various sectors.

Saxena stated, "We are happy to join hands with Union Bank of India, a leading institution of economic well-being within its operational areas. This MoU is a testament to our commitment to delivering exceptional financial services alongside our cutting-edge products, empowering customers across India."

MYCRANE appoints Ashishkumar Tiwari as new sales director



MYCRANE has bolstered its fast-growing business in India with the appointment of Mumbai-based **Ashishkumar Tiwari** to the role of sales director in India.

Tiwari has two decades of professional experience in India, working closely with the construction industry, as well as EPC clients. His career highlights include holding the post of senior manager, plant and machinery for Reliance Industries.

In less than a year, MYCRANE has registered many of India's biggest industrial companies as customers. Via the free-to-use platform, MYCRANE's Indian clients have access to more than 300 rental providers and thousands of cranes.

Propel acquires major stake in Omega Crushing and Screening

Propel Industries has forged a strategic partnership with Omega Crushing and Screening. Propel and Omega are poised to deliver superior products and services to their customers worldwide.

Senthil Kumar Varadharajan, Managing Director, Propel Industries, said, "We are thrilled to join hands with Omega in this strategic partnership. This collaboration marks a significant milestone for us as we combine our strengths to drive innovation and growth in the global crushing and screening industry. We aim to set new benchmarks in product



quality."

The partnership is poised to enhance product development and accelerate the introduction of the state-of-the-art crushing and screening solutions.

458 infrastructure projects affected by cost overrun of ₹5.71 trillion

According to an official assessment, in May of this year, there were 458 infrastructure projects with an investment of at least ₹1.50 billion that had cost overruns of more than ₹5.71 trillion. About 458 out of 1,817 projects reported cost overruns, while 831 projects were delayed, according to the Ministry of Statistics and Programme Implementation (MoSPI), which keeps an eye on infrastructure projects of ₹1.50 billion and above. About 1,817 projects were initially estimated to have cost ₹27 trillion in total to implement; it is expected that these projects will require an additional ₹33 trillion to complete. The study states that the total amount spent on these projects up to May 2024 is ₹17 trillion, or 51.3 per cent of the projects' estimated total cost.

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CASE rolls out first skid steer loader for India

CASE Construction Equipment, a CNH brand, has rolled out a made-in-India skid steer loader (SSL) for the domestic market from its state-of-the-art facility in Pithampur, Madhya Pradesh. The company announced the foray of its indigenously made SSL in India during the last edition of CII EXCON, extending its product range in the country. CASE India has handed over the SSL – SR130B machine to the first Indian customer, a global enterprise based in Pune. This marks as a momentous occasion in CASE's journey to cater to the evolving needs of the Indian construction industry.

The company's only plant in the country has a women-led production line to manufacture the world-class quality SSL, breaking gender stereotypes.

India-built SSL SR130B is a 49hp,



BS3-compliant model, powered with a globally renowned Perkins engine, and has a rated operating capacity (ROC) of 590kg, and an operating weight of 2.3 tonne. Globally, the company started manufacturing the SSLs in 1969 from its facilities in Burlington (USA) rolling out the 1526 uni-loader as the first model. Now, the company manufactures it from its Wichita (USA) and San Piero in Bagno (Italy) and Pithampur (India) facilities addressing the global demand for CASE machines.

CNH Capital introduces 'Mission Education'

CNH Capital, the financial services division of CNH has launched its CSR Project: 'Mission Education', focusing on enhancing the educational experience and improving learning outcomes of school children in Nangli Umarpur village, in Gurugram. As part of this initiative, the project will support 240 children studying in primary up to fifth standard.

Mission Education, in collaboration with the Smile Foundation, will support NeeV - village learning centre - pupils. The initiative will source teaching materials and set up a Foundational Literacy and Numeracy Lab. It will also focus on sanitation and hygiene education, skills development opportunities for teachers and project staff, and provide networking opportunities for the children and other stakeholders. CNH's New Holland brand started the 'Mission Education' project in 2016, and to date it has benefitted 270 children.

Indian infra spend to rise 15.3% in next five years

India's infrastructure investment is set to grow at a CAGR of 15.3 per cent over the next five years, marking a significant surge in expenditure, according to Morgan Stanley. This anticipated expansion is projected to result in a cumulative spending of \$1.45 trillion in the country.

Describing infrastructure investment as crucial for economic backbone, Morgan Stanley highlighted India's efforts over the past decade to bolster both investment size and productivity. The firm underscored the potential for further growth, citing recent government policies as a positive step forward.

New Holland's indigenously produced 100+HP TREM-IV tractor

New Holland unveiled the first-ever Made-in-India 100+HP TREM-IV tractor in the country. The launch of WORKMASTER 105 marks a new milestone for the company and the Indian tractor industry.

The WORKMASTER 105 with TREM-IV compliant engine brings world-class technology, quality and performance to the Indian customers seeking nothing but the best. New Holland has sold over 15,000 units of the WORKMASTER family to the competitive and quality conscious markets like North America.

"The WORKMASTER 105 sets a new benchmark when it comes to high horsepower tractors in India," said Narinder Mittal, Country Manager &



MD, CNH India & SAARC. "This machine has proven its mettle in highly demanding markets like USA and has been a testimony to our commitment to offer cutting-edge products. New Holland is renowned throughout the world for its higher horsepower tractors. We believe the timing is now right to introduce this advanced technology to the discerning Indian customers."

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WHAT'S UP

ACE net profit up 108.80%

Action Construction Equipment's net profit surged by 106.59 per cent, reaching ₹98.44 crore in Q4-FY24, compared to ₹47.65 crore in the same quarter last year.

The company's sales for the quarter rose by 36.17 per cent to ₹835.84 crore, up from ₹613.84 crore in Q4-FY23. ACE's EBITDA for Q4-FY24 was ₹150.6 crore, reflecting an increase of 19.80 per cent compared to the Q3-FY24.

- Net profit for the full year rose by 91.22 per cent to ₹328.16 crore, compared to ₹171.61 crore in the previous fiscal year.
- Annual sales increased by 34.92 per cent, reaching ₹2,913.80 crore, up from ₹2,159.68 crore in the previous year.
- Full-year EBITDA for FY24 stands at ₹480.3 crore, showcasing a significant increase of 83.3 per cent as compared to EBITDA of FY23.



ACE partners with Bank of Baroda for financing CE range

Action Construction Equipment has signed an MoU with Bank of Baroda to provide financing solutions for the construction equipment businesses. Under this agreement, the Bank of Baroda finance option will be available across the country for ACE customers, enabling empower construction equipment businesses, local entrepreneurs, and startups,

access to a tailored financing option. This collaboration extends to all equipment range offered by ACE, including backhoe loaders, front end loaders, cranes (all range), grader, compactors and forklifts. ACE remains dedicated to understanding and meeting the evolving needs of the construction industry and its customers.

SANY expands its presence in Odisha

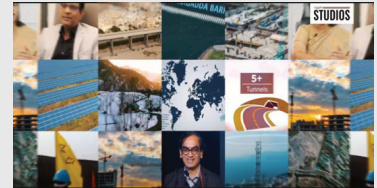
SANY Heavy Industry India opened the Raghunath Machinery head office at Rayagada in Odisha. The establishment of this state-of-the-art facility underscored Sany's commitment to providing unparalleled service and support to its customers in

South Odisha and Western Odisha regions. The strategic location of the office enabled the company to offer seamless access to sales, service, and spare parts, thereby enhancing customer satisfaction and operational efficiency. Raghunath Machinery plans to open offices across Odisha in Jaypore, Sambalpur, Bolangir and Bhawanipatna, expanding accessibility and support for customers across the region.



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Doosan Bobcat expands Gummidipundi factory

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

Since last year, the Chennai plant has been expanding its export volume focusing on the S70 skid-steer loader.



The Indian unit has seen robust growth, with its annual growth rate at 22 percent on average over the past five years. Doosan Bobcat's Indian subsidiary plans to sell 8,900 units annually by 2028, including portable power products manufactured at its Bengaluru plant. The inauguration brought together the global leadership team at Doosan Bobcat to witness the unveiling of the new facility. With the expanded floor space and upgraded machinery, Doosan

Bobcat India would meet the ever-growing demand for its range of equipment by enhancing production efficiency, quality control, and product innovation. The new facility incorporates eco-friendly practices and technologies to minimise environmental impact and reduce carbon footprint. This expansion project would create numerous job opportunities for skilled workers in the local community, contributing to economic growth and prosperity.

₹135.95 bn worth transmission projects approved

The government has greenlit new Inter State Transmission System (ISTS) projects worth ₹135.95 billion aimed at evacuating 9 GW of renewable energy from Rajasthan and Karnataka. These projects will utilise the tariff-based competitive bidding mode. They are part of the country's plan to achieve 500 GW of renewable energy capacity by 2030, with 200 GW already connected. The Rajasthan Renewable Energy Zone power evacuation scheme is set to handle 4.5 GW of RE power from various complexes: 1 GW from Fatehgarh, 2.5 GW from Barmer, and 1 GW from Nagaur. The power will be transmitted to Mainpuri, Fatehpur, and Orai in UP, with a projected completion period of two years and an estimated cost of ₹122.41 billion. The system strengthening scheme in Karnataka aims to evacuate 4.5 GW of RE power from Koppal and Gadag areas, scheduled for completion by June 2027 at a cost of ₹13.54 billion.

India approves West Coast sea port

India's infrastructure development reaches new heights as the cabinet approves a massive investment of Rs 76,220 crore for a mega sea port project on the west coast. The move underscores the nation's commitment to bolstering maritime trade and connectivity, key components of economic growth and global competitiveness.

The cabinet's approval marks a milestone in India's infra landscape, signaling robust investments in strategic projects that enhance trade efficiency and infrastructure



connectivity. The mega sea port, set to be developed under the Public-Private Partnership (PPP) model, will serve as a crucial hub for maritime trade, catering to both domestic and international shipping needs.

ACE in talks with Kato Works to form JV

Action Construction Equipment announced that it is in talks to establish a joint venture in India to manufacture medium and large sized cranes. The two companies plan to sign a formal contract as soon as they agree on the terms. Kato Works is a Japanese global construction equipment manufacturer of mobile cranes, excavators, and other equipment (hereinafter referred to as KATO). For the benefit of the expanding Indian market, the joint venture will manufacture medium- and large-sized cranes, primarily truck, crawler, and rough terrain cranes. In the future, it also hopes to introduce a variety of value-added products and make use of the technology developed during the company's development.

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Liebherr cranes working on final phase of Sagrada Família project

"The Temple of the Sagrada Família will represent the future of modern Catalonia," this is how the architect Antonio Gaudí described his masterpiece, which began construction in 1882 in Barcelona. 2024 will be a significant year for this architectural feat, as the Liebherr 710 HC-L 32-64 Litronic and 125 HC-L luffing jib cranes will begin their work on completing the basilica. "The construction department of the Sagrada Família chose these cranes for two main reasons: firstly, their folding design minimises the



impact on surrounding buildings, and secondly, their adaptability to the area's specific requirements," explains **Fernando Villa, director of**

construction and technology at the Sagrada Família.

"Liebherr is a global leader in the tower crane sector, and we are experts in special projects. Our engineering department, known as Tower Crane Solutions, comprises qualified professionals with many years of experience who plan the manoeuvres according to the specific needs of each project," adds Roberto Insausti, commercial director of the tower crane and mobile construction crane division at Liebherr Ibérica."

Caterpillar to shut down attachments complex

Caterpillar has announced plans to close its attachments manufacturing complex in Wamego, Kansas.

The location produces excavator and wheel loader buckets, dozer blades, and brackets and hooks for various attachments, such as shears, grapples and hammers, according to Caterpillar. It employs about 300 people, according to local industry organizations.

The plant is scheduled to be shuttered in mid-2025. Caterpillar announced the closing to employees June 6 "to better utilize capacity and ensure alignment with the company's long-term strategy," according to a company statement. "... The company will support employees during this transition."

Volvo's biggest redesign of midsize and large excavators in 20 years

Volvo is calling its new series of excavators the most significant update to its midsize and large models in two decades.

The company rolled out six new models for the North American market, with "more models coming in the next several months."

The new lineup starts with the short-tailswing ECR145 and extends up to the 116,000-pound EC500. The four models in between – EC210, EC230, EC370 and EC400 – range from 45,000 to 91,000 pounds. A hallmark of the models is a new sleek exterior design. The excavators also get updates in all areas to boost fuel efficiency by 15 per cent over their predecessors while at the same time raising cycle times by 10 per cent, Volvo says.



Liebherr at IFAT 2024 in Munich

Liebherr will be present at IFAT 2024, the world's leading trade fair for water, sewage, waste and raw materials management, which will take place in Munich from 13 to 17 May 2024, with a stand measuring around

280 m². In Hall C5, Stand 151/250, Liebherr will be exhibiting machines specially designed for use in waste management and recycling. The new LH 40 M Port Elektro electric material handling machine will be celebrating its trade fair premiere in Germany, as well as the new GMM 35-5

multi-tine grapple. With the L 507 E and the L 566 XPower, Liebherr will be showing two representatives from its wheel loader portfolio. The Liebherr T 60-9s, T 41-7s and T 33-10s telescopic handlers will also be part of the exhibition appearance. In the area of digitalisation,

Liebherr will be showing the LiXplore[®] camera monitor system.

The recycling industry is growing rapidly, and it is changing. In recent years, many waste disposal companies have developed from being generalists to being highly specialised recycling operations.

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SCAN FOR ENQUIRY



Bomag announces new President

Road construction equipment manufacturer Bomag has announced that on 1 July 2024, **Ralf Junker** will hand over his position as President of the Bomag Group to Dr Ingo Ettischer.

Ettischer has been Managing Director and Chief Operating Officer at Bomag since July 2023. Before joining Bomag he spent 21 years in management at Mercedes-Benz AG in the truck, van and car divisions in various global executive and production roles.

Bomag is part of the Fayat Group, which includes Dynapac, Secmair and



Fayat road equipment.

"Bomag is set to continue to grow internationally in size and portfolio. We are confident that Dr Ingo Ettischer,

with his experience, knowledge and energy, will boost the company's growth and lead Bomag successfully into the future", says **Jean-Claude Fayat, owner and President of the Fayat Group.**

Junker held various positions in production at the company from 1988 before taking over responsibility for production worldwide production sites. He was appointed Managing Director in 2009 and has been President since 2017. From 2017 to 2020, he was also responsible for global sales. After 36 years at Bomag, Junker will retire but continue to advise the Fayat Group.

XCMG showcases 'green' CE

China-based XCMG has showcased some of its latest products and technology during its 6th Customer Festival, including a number of alternative powered machines. The OEM says that these machines have sustainability at the forefront and, "represent a significant leap towards reducing carbon footprints in heavy industries." Among the equipment showcased were new electric wheeled loaders, skid steer loaders, backhoe loaders, and mining loaders. A newly launched hybrid loader, XC968-EV, is said to save over 35 per cent in fuel consumption on average, compared to conventional fuel-powered loaders.

Volvo CE unveils new product line-up at Volvo Days 2024

At Volvo Days 2024, Volvo Construction Equipment (Volvo CE) demonstrates its ambition to lead in sustainability and productivity by displaying pioneering launches and a fresh solutions-based approach – enabling sustainable change for customers in both regulated and less regulated markets.

Taking place in Eskilstuna, Sweden, Volvo Days is the first major showcase since the company announced the site as its new corporate headquarters in August last year. Here at this flagship event, customers get the inside look at Volvo CE's very latest launches and innovations across both electric and conventional solutions, as well as its range of digital tools – and meet the people making it happen.

Melker Jernberg, Head of Volvo CE, says: "In this time of rapid change, the global community needs the construction industry to step up and meet societal challenges with safer, smarter and more sustainable solutions.":



Topcon intros MC-Max asphalt paving and milling machine control

Topcon Positioning Systems has rolled out its new MC-Max Asphalt Paving and MC-Max Milling solutions, which provide 2D or 3D machine control for asphalt paving and cold

milling applications for construction companies and projects of all sizes. The MC-Max Asphalt Paving and MC-Max Milling systems include GNSS receivers, total stations, displays and other high-precision sensors. The systems use Topcon's new MC-X machine control

platform, which offers customized systems and upgrade options.

The entry-level 2D system follows a reference, such as a string or curb; whereas, the 3D system automatically tracks the machine's location to mill or lay pavement at variable depths. This technique

provides a better driving experience and helps contractors meet DOT-mandated smoothness standards, Topcon says. With MC-X licensing options, contractors have further flexibility to meet specific project and budget requirements.



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2030 Goal: 250,000 Excavators!

India aims to increase its annual production from approximately 85,000 units to 250,000 units by 2030, driven by infrastructure investments in roads, railways, and mining.



In recent years, India has witnessed a remarkable surge in infrastructure spending, propelling the demand for heavy construction equipment to unprecedented heights. Among these, the excavator stands out as a symbol of modern engineering prowess, essential for tasks ranging from digging foundations to shaping highways. Today, an industry that once produced around 85,000 units annually is gearing up to triple its output, aiming to roll out an impressive 250,000 excavators annually by 2030—a growth trajectory emblematic of India's rapid urbanisation and industrialisation.

At the core of this burgeoning sector is not just an increase

in numbers, but a narrative of innovation, efficiency, and capability. Excavators, with their hydraulic power, precision controls, and adaptability, have become indispensable in the hands of construction professionals nationwide. Excavators, originally imported into India, have gradually transitioned to being manufactured locally. This shift has been pivotal, as it reduced costs, improved availability, and catered specifically to the unique requirements of the Indian market. Major global players such as Caterpillar, Komatsu, Volvo, and locally established brands like Tata Hitachi and L&T have established manufacturing facilities in India, contributing to the sector's growth



Deepak Shetty
CEO and
Managing
Director of JCB
India

and localisation.

According to **Deepak Shetty, CEO and Managing Director of JCB**

India, India currently ranks third globally in excavator

manufacturing, trailing only China and the US. Notably, the country is on track to claim the second spot soon, a testament to its rapid industrial ascent. Reflecting on this transformative journey, Shetty highlighted JCB's pivotal role, noting how the company has accelerated its output. "It took 15 years to sell 50,000 excavators in the country, but in just the past two years, we've surpassed



recent years, our export market has seen significant growth. We offer a range of excavator models to cater to different infrastructure segments.



Poonam Upadhyay
Director, CRISIL Ratings

Furthermore, we are diversifying our offerings to accommodate the evolving needs of the market, including the construction of housing complexes in urban areas.”

Poonam Upadhyay, Director at CRISIL Ratings, echoed this optimism, highlighting the sector’s buoyant prospects fueled by accelerated road construction and robust demand from real estate, mining, and infrastructure projects. As India gears up for stringent CEV Stage-V2 emission norms from April 2024, Upadhyay anticipates a surge in equipment procurement, underpinning stable credit profiles amidst sustained government infrastructure investments.

Leading from the front

The rapid pace of urbanization has spurred demand for excavators in metro cities and Tier-II towns alike. Urban infrastructure projects, including metro rail networks, highways, and residential complexes, require heavy machinery for efficient execution. This trend is complemented by government initiatives such as the Smart Cities Mission and Bharatmala, which focus on enhancing urban infrastructure across the country.

Recently, JCB India showcased its range of next-gen range of tracked excavators at Pune. The company introduced its first tracked excavator in India over two decades ago and has since manufactured over 40,000 such machines in India.

Said Shetty, “JCB excavators have been helping build infrastructure in

QUICK BYTES

- The mini excavator market in India is currently at around 4 to 5 per cent of the overall excavator market and has been growing year on year.
- Excavators are capital-intensive equipment, and their high initial cost can be a barrier for small and medium enterprises (SMEs) and contractors.
- India’s crawler excavator market by mining is expected to reach 6,598 units by 2027, growing at a CAGR of 5.79 per cent.

India for over two decades. They are manufactured at our state-of-the-art facility in Pune with a high degree of localisation. In addition to the domestic market, JCB excavators are also exported to over 80 countries, in line with the vision of an Atmanirbhar Bharat. Infrastructure development activity is set to increase significantly, and these machines will play a leading role in this development. We have invested significantly in the design, engineering and manufacture of these machines to one-global-quality standards in India.”

The company showcased its range of 16 different models of excavators during the event; from the 1.6 tonne mini excavator, which is used for smaller applications, to the larger 38.5 tonne excavator used for bulk excavation and mining work. The machines are engineered for Indian applications. The structures and design are validated at the test track at the state-of-the-art research centre at Pune.

These digitally enabled machines are a part of JCB’s next-gen range. They are fitted with JCB’s advanced Telematics Technology called Livelink, which has revolutionised

50,000 units,” he remarked, emphasising JCB India’s readiness to meet escalating demand.

Operating at a capacity of 25,000 units annually from its Pune plant, JCB India has significantly bolstered its manufacturing capabilities, achieving a high degree of localisation. The company’s diverse lineup, ranging from compact 1.6-tonne excavators ideal for congested urban spaces to robust 38.5-tonne giants used in intensive mining operations, underscores its adaptability to varied applications.

Said Shetty, “At our facility, we can produce up to 20 excavators per day. While JCB has a strong presence in India, we have been actively expanding in export markets. In



The market for excavators in India is poised for growth, driven by urbanisation, infrastructure development, and technological advancements.

the way fleet management, is done in the industry. This technology gives real-time updates on the service, operations and security of the machines. Livelink is useful for large construction companies as it gives updates on fuel consumption, performance and security alerts for their fleet.

As part of the company's focus on excavators, JCB launched its JCBNXT 225 LCM tracked excavator last year, which is receiving good response too.

Another construction equipment giant, Volvo Construction Equipment (Volvo CE India) introduced the EC210 hydraulic excavator, a specialised 20-tonne model designed for the Indian market under the 'Built for Bharat' initiative. This launch marks a pivotal step in Volvo's dedication to the Indian construction equipment sector. The machine is poised to redefine industry benchmarks with its enhanced performance, efficiency,

and reliability, promising to usher in a new era of innovation.

The EC210 hydraulic excavator is designed to excel across various applications, offering superior performance, exceptional fuel efficiency, and ease of maintenance. This machine features a best-in-class attachment configuration and a next-generation positive control hydraulics system, ensuring unmatched precision and faster response times. Powered by a Made-in-India T3 electronic engine, the EC210 delivers high torque at low RPM, offering exceptional fuel efficiency through its ten working modes.

Dimitrov Krishnan, Managing Director, Volvo CE India, said, "As

India embarks on its remarkable infrastructure growth journey, we foresee exponential demand for construction and mining equipment. The all-new EC210 exemplifies our commitment to delivering products that offer 'Zyada' performance and reduced cost of ownership to the value-conscious Indian customer."

"The EC210 boasts a localisation level of approximately 70 per cent, with Volvo aiming to further strengthen its local supplier base. Volvo CE aims to double and eventually triple its current market share in the 20-tonne excavator segment," said Krishnan. "We've made substantial investments in developing and promoting this product, supported by a comprehensive marketing campaign focused on volume-based growth strategies."

Speaking on the key trends in the construction equipment industry in



Dimitrov Krishnan
Managing
Director, Volvo CE
India

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India, **Kamel Sid**, Global Head of Operations, Volvo CE, said, "Globally, many markets are slowing down, but India stands out with a 15 per cent growth in the construction equipment sector this year. The government's infrastructure focus, evident in increased budget allocations, is expected to drive significant projects across the country, presenting robust opportunities for growth."



Kamel Sid
Global Head of Operations,
Volvo CE

The launch of the EC210 hydraulic excavator marks a significant step in Volvo CE's journey of innovation and partnership in India. As the country gears up for extensive infrastructure development, the EC210 is poised to play a crucial role in meeting the demands of modern construction challenges, embodying Volvo's vision of creating sustainable solutions that empower customers to achieve more.

Similarly, Hyundai Construction Equipment India has expanded its Smart Plus series, now offering 8-tonne, 14-tonne, and 15-tonne classes of excavators. These models

are equipped with an advanced monitoring system featuring a multi-language cluster, elevating operator convenience, enabling timely servicing, and facilitating early error detection. Notably, safety features include auto engine overheat prevention, an anti-restart system, a battery cut-off switch, and automatic warming up, significantly enhancing equipment and operator safety.



Joydeep Bakshi
National Sales Head (Sales & Marketing),
Hyundai Construction Equipment India

Says **Joydeep Bakshi**, National Sales Head (Sales & Marketing), Hyundai Construction Equipment India, "The Indian construction equipment industry is experiencing rapid growth, driven by major infrastructure projects. Hyundai holds a No. 2 position in excavator attachments in India, with over 25,000 units in operation across the country, ranging from 3 tonne to 48 tonne. We offer a diverse range of attachments, including buckets, rock breakers, super-long fronts, and drills, tailored to meet a variety of

application needs."

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

Komatsu India, one of the largest manufacturers of hydraulic excavators in India, offers hybrid variants



Yasunori Fujii
Managing Director,
Komatsu India

of its excavator. Says **Yasunori Fujii**, Managing Director, Komatsu India, "Our hybrid excavator contributes to CO2 reduction and lower fuel consumption. Notably, it doesn't require a charging station; it can generate power by itself. This is a key differentiator from electric excavators, which are still in the prototype stage. We've been mass-producing our hybrid excavator for over 15 years."

He added, "Our Chennai plant is

IMPORTANCE OF SAFETY IN USING EXCAVATORS

Safety is of paramount importance when using excavators due to several critical reasons:

- **Operator safety:** Ensuring operator safety is crucial to prevent accidents such as rollovers, entrapments, or being struck by moving parts.
- **Worksite safety:** Proper safety measures prevent injuries to workers and bystanders, reducing the risk of incidents like collisions or falling debris.
- **Equipment integrity:** Regular maintenance and adherence to safety protocols can prevent equipment failures that could endanger operators or others nearby.
- **Legal and regulatory compliance:** Many countries and regions have

stringent safety regulations governing the operation of heavy machinery like excavators. Compliance with these regulations is essential to avoid legal penalties and liabilities.

- **Productivity and efficiency:** When operators feel safe and confident, they can focus on their tasks without distraction or fear of accidents, leading to smoother operations.
- **Cost savings:** Implementing safety measures can reduce costs associated with accidents, injuries, and equipment damage.
- **Environmental impact:** Safe operation minimises the risk of environmental damage, such as spills or leaks from fuel or hydraulic fluids.



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- Award for best use of waste material recycling in road construction
- Awards for Excellence in Bridge Engineering
- Award for Excellence in Tunnel Engineering
- Award for Excellence in Project Management
- Fastest road builder award
- Award for Highest standards of Excellence in Road Engineering & Construction

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reaching full production capacity. We are exploring opportunities for local investments and considering capacity expansion plans to meet the growing demand in the Indian market.”

Tata Hitachi Construction Machinery, one of the leading manufacturers of mini excavators in India, offers a range of excavators for the Indian market, including the Tata Hitachi NX30. The Tata Hitachi NX30 is the first of the new NX series of hydraulic excavators that marks the dawn of the next generation of excavators. The NX Series offers next-generation performance, hydraulics, versatility, comfort, maintenance, and savings. The next-gen mini excavator NX30 has been designed to provide precision control, high productivity, high fuel efficiency, excellent operator comfort, high versatility, and unmatched return on investment.

Toshiki Onishi, Director (Sales, Marketing, and Customer Support) said, “Tata Hitachi’s next gen excavators offer a perfect combination of Next Gen performance with lower operating cost. Mini excavators are the fastest growing market segment in India today, and NX30 is a made-in-India machine backed by proven Japanese technology. With this, we have strengthened our portfolio of mini excavators and reinforced our capabilities to deliver class-leading next gen machines to meet the evolving demands of the mini excavator market in India.”

Tata Hitachi NX30 is powered by a powerful, fuel-efficient, and productive Yanmar engine and comes with a wide range of bucket options to ensure best-in-class performance. The new NX series excavators come



Toshiki Onishi
Director (Sales, Marketing, and Customer Support), Tata Hitachi Construction Machinery



with the next-generation Hydraulic system, which incorporates the latest in hydraulic technology. Powered by the Quadra Flow Hydraulic System, a patent-pending, multifunctional hydraulic system, the NX30 delivers power and speed as per the demands of the application and promises best-in-class fuel efficiency while doing the same.

Last year, Sany India introduced five new compact excavators to its lineup. The newly revealed excavators come equipped with a range of features designed to optimise performance and efficiency on the job site. Sany has not only focused on enhancing the machines’ capabilities but has also taken steps to upgrade their overall appearance, ensuring a modern and sleek aesthetic.



Deepak Garg
Managing Director, Sany Group (India & South Asia)

Said **Deepak Garg, Managing Director at Sany Group (India & South Asia)**, “Sany’s announcement of five new compact excavators underscores its dedication to providing state-of-the-art solutions, blending advanced technology with a refreshed design. As the construction landscape evolves, Sany remains a key player in driving progress and efficiency through its innovative equipment offerings.”

The landscape of excavators in

India is also witnessing significant technological advancements. Manufacturers are integrating advanced features such as GPS tracking, telematics, automated controls, and enhanced fuel efficiency into their machines. These innovations not only improve operational efficiency but also reduce downtime and maintenance costs, thereby enhancing the overall value proposition for customers.

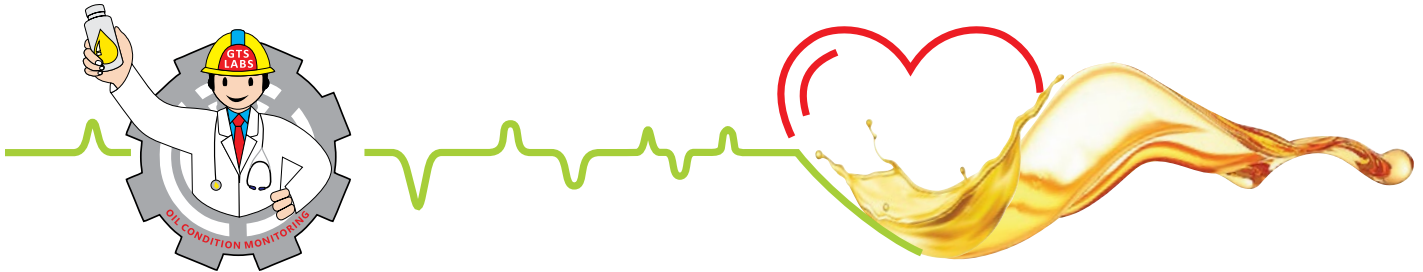
Looking ahead, the future of the excavator market in India appears promising. Continued urbanisation, infrastructure investments, and advancements in technology are expected to drive sustained demand for excavators across various sectors. Moreover, initiatives such as Make in India and Digital India are likely to further bolster domestic manufacturing capabilities and technological innovation within the sector.

The market for excavators in India is poised for growth, driven by urbanisation, infrastructure development, and technological advancements. While challenges exist, opportunities abound for manufacturers, distributors, and stakeholders across the construction and industrial sectors. As India continues its journey towards economic prosperity, excavators will remain indispensable allies in shaping the nation’s future infrastructure landscape.





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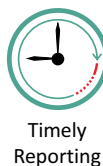
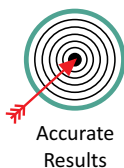
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OIL IN MACHINE IS LIKE BLOOD IN THE HUMAN BODY



Caterpillar Launches New Facelift Excavators

The Cat 323D3 and 320D3 machines are equipped with the new electrohydraulic system to reduce fuel consumption, and maintenance costs and improve operational controllability and efficiency.



Caterpillar recently launched its new facelift excavators – Cat® 323D3, 320D3 and 320D3 GC. “We offer a variety of products for different applications to meet the demand for higher productivity, tighter project completion schedules, competitive cost of operations, and safety,” said Mukul Dixit, Director of Sales and Marketing in Caterpillar’s Global Construction and Infrastructure Division.

Advanced electrohydraulic system

The Cat 323D3 and 320D3 machines are equipped with the new

electrohydraulic system to reduce fuel consumption, and maintenance costs and improve operational controllability and efficiency. This system reduces the potential for leaks and limits energy waste by providing flow on demand to activate the hydraulics resulting in a reduction of fuel consumption.

Redesigned cab for comfort and safety

The completely redesigned cab of our Cat machines offers more space, visibility, comfort, and safety. The cab is designed with ROPS function to enhance safety: the new seat and new

suspension to reduce operator fatigue. The cab enhances the visibility of the surroundings through connecting glass windows, and rear and side view mirrors, ensuring a safe working environment.

Ground-level engine shut-off switch stops all fuel to the engine when activated and shuts down the machine. Maintenance and refueling from the ground keep the operators from climbing onto the machine for a safer work environment. The machine is designed to ensure three points of contact when entering and exiting the machine with strategically placed walkways and grab rails.

Enhanced operational features

Further, it is designed with a state-of-the-art secondary steering system which, in the event of an engine stall, turns on automatically to help the operator stop the machine safely. Other features like a keyless push-to-start button, touch screen monitor, and electrohydraulic joysticks enhance the operator's comfort and controllability. These combined offerings enable our customers and operators to work in a comfortable and safer environment.

Superior performance in extreme conditions

Our excavators are designed to increase operating efficiency, lower fuel, and maintenance costs, and improve operator comfort. These machines come with a high-ambient capability of 52°C (125°F) and a cold start capability of -18°C (0°F). An optional -32°C (-25°F) cold start is available for extreme cold conditions.

Technologies like Cat® Product Link™ along with GPS connect, not only help improve traceability and visibility but also enable the systems to observe, identify, and understand different facets of heavy machinery



Mukul Dixit, Director of Sales and Marketing in Caterpillar's Global Construction and Infrastructure Division.

operation without human intervention and improve the maintenance and operation of machines. The Swing Assist technology of the excavators automatically stops the excavator swing at defined points during truck loading and trenching, reducing fuel usage and improving cycle times.

Commitment to customer success

Caterpillar is committed to understanding and meeting customer needs at every stage of the equipment lifecycle, emphasising safety and efficiency. "We want all our customers,

big and small, to be more successful using Cat products. We aim to design and develop best-in-class, 360-degree solutions for our customers," said Mukul Dixit.

Comprehensive services and solutions

Caterpillar provides not only machines and equipment but also a wide range of related services and technological solutions throughout the product lifecycle. To help customers protect their investments, Cat Financial offers various financing, and leasing options as well as extended protection packages.

Customer Value Agreements' (CVAs) can support hassle-free service to customers at any point in the machine lifecycle to help maximise machine performance and utilisation. A CVA includes dealer technician support using genuine Cat parts for certain planned maintenance and fluid health management to help identify issues before they cause unexpected downtime. It is an 'all in one' plan to support the machine's health and keep machines running longer with genuine Cat parts, and to make owning equipment easier for Cat customers. Customers can contact their dealers to learn more about CVAs and other offers.



Cat® 320D3 GC hydraulic excavators deliver lower fuel and maintenance costs for the ideal balance of control and digging.





DATE: 9th & 10th October, 2024

VENUE: Hall 1, Jio World Convention Center, Mumbai

14th RAHSTA Expo

India RAHSTA Conference

12th Equipment India Awards

22nd Construction World Global Awards

Nominations for Awards:

- 14th RAHSTA Awards
- 22nd Construction World Global Awards (CWGA)
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Volvo EC210: A Technological Marvel

Built for Bharat, Volvo EC210 offers superior performance, exceptional fuel efficiency and lower maintenance cost, and will be available at 300+ outlets across the country.

Volvo Construction Equipment (Volvo CE India) launched the EC210 hydraulic excavator, a 'Built for Bharat' 20-tonne class hydraulic excavator, signaling a significant milestone in the company's commitment to the Indian construction equipment market. This machine, tailored specifically for India, promises to set new standards in performance, efficiency, and reliability, aimed at revolutionising the industry.

The EC210 hydraulic excavator is designed to excel across various applications, offering superior performance, exceptional fuel efficiency, and ease of maintenance. This machine features a best-in-class attachment configuration and a next-generation Positive Control hydraulics system, ensuring unmatched precision and faster response times. Powered by a Made-in-India T3 electronic engine, the EC210 delivers high torque at low RPM,

offering exceptional fuel efficiency through its ten working modes.

Dimitrov Krishnan, Managing Director, Volvo CE India, unveiled the new excavator alongside **Kamel Sid, Global Head of Operations, Volvo CE**, and other senior leaders.

As part of the launch, Volvo CE introduced a new brand campaign, "Karo Zyada Ki Umeed", emphasising the key value propositions of "Zyada Performance, Zyada Value, Zyada Savings, and Zyada Uptime".





Zyada Performance

1. **Best-in-Class Attachment Configuration** – Equipped with reinforced boom and arm to ensure higher productivity and consistent reliability.
2. **Engineered for Bharat** – Advanced hydraulic mechanism with a summation system and Bharat-made hydraulic cylinders to enhance the digging forces and reduce cycle time, thereby improving productivity.



Zyada Savings

1. **Bharat-Made T3 Electronic Engine** – A powerful yet fuel-efficient engine to deliver optimum power and high torque at low RPM. Equipped with 10 working modes for added precision and improved fuel-efficiency across various applications.
2. **Segment-first Positive Control Hydraulics System** – The next-generation hydraulic system to enhance controllability, reduce response time and maximize fuel efficiency



Zyada Value

1. **Advanced Electronic Architecture** – Features the latest CEA2+ electronics and real-time machine monitoring with built-in CareTrack for remote diagnostics and uptime support.
2. **High-Visibility Cabin** – Spacious cabin with all-around visibility for enhanced safety; adjustable seat and ergonomic controls for superior operator comfort.
3. **Unmatched Versatility** – Compatible with 20 different attachments to ensure optimal performance in any application



Zyada Uptime

1. **Quick Serviceability** – Easy access to filters for swift replacement, ensuring minimal downtime and maximum productivity.
2. **Helpdesk on fingertips** – Machine HelpDesk mobile app to create case for any machine issue and track its progress directly without needing to call customer care.



Commitment to India's infrastructure growth

The EC210's launch underscores Volvo CE's dedication to supporting India's infrastructure development, driven by the government's ambitious vision. Krishnan articulated the importance of this launch, stating, "As India embarks on its remarkable infrastructure growth journey, we foresee exponential demand for construction and mining equipment. The all-new EC210 exemplifies our commitment to delivering products that offer 'Zyada' performance and reduced cost of ownership to the value-conscious Indian customer."

Krishnan further highlighted the strategic steps taken to support this launch, including the expansion of Volvo CE's sales network, investments in digital technologies for 48-hour service assurance, and a



The EC210 boasts a localisation level of approximately

70 per cent, with Volvo aiming to further strengthen its local supplier base.

– **Dimitrov Krishnan,**
Managing Director, Volvo CE India

strategic partnership with Shriram AutoMall (SAMIL) for the easy exchange or disposal of used machines. This collaboration aims to support customers interested in purchasing new Volvo CE machines by replacing their existing fleet, aligning

with Volvo CE's strategic ambition of promoting circularity in equipment lifecycle management.

Speaking on the key trends in the construction equipment industry in India, Sid said, "Globally, many markets are slowing down, but India stands out with a 15 per cent growth in the construction equipment sector this year. The government's infrastructure focus, evident in increased budget allocations, is expected to drive significant projects across the country, presenting robust opportunities for growth."

A journey of innovation and excellence

The launch of the EC210 is the culmination of Volvo CE's 25-year journey in India. "From introducing articulated haulers from Sweden to acquiring Samsung Heavy Industries,



The Volvo EC210 delivers high performance and versatility across a range of general construction and medium to heavy-duty application.

which paved the way for Volvo excavators in India in 2000, Volvo CE has consistently expanded its footprint and product offerings,” said Krishnan.

“In 2008, our global expansion continued with the acquisition of Ingersoll Rand’s road equipment division, a strategic move that complemented our existing portfolio and aligned perfectly with India’s burgeoning infrastructure development,” said Sid. The subsequent establishment of an excavator manufacturing facility in Bengaluru in 2011 marked a pivotal moment, enabling Volvo CE to locally produce branded excavators from 2012 onwards. This localisation not only underscored Volvo CE’s commitment to India but also ushered in a new era of precision engineering and innovation tailored to local needs.

Today, the Volvo brand is synonymous with reliability and performance across various applications, from mining and quarrying to road construction. “Our latest offering, the EC210, exemplifies our relentless pursuit of excellence. Designed, developed,



Globally, many markets are slowing down, but India stands out with a 15 per cent growth in the construction equipment sector this year.

– Kamel Sid,

Global Head of Operations, Volvo CE

and manufactured in India, this machine represents a testament to our dedication to innovation and customer satisfaction,” added Krishnan.

“The EC210 boasts a localisation level of approximately 70 per cent, with Volvo aiming to further strengthen its local supplier base. Volvo CE aims to double and eventually triple its current market share in the 20-tonne excavator segment,” said Krishnan. “We’ve made substantial investments in developing and promoting this product, supported by a comprehensive marketing campaign

focused on volume-based growth strategies. As the name of the machine suggests, we plan to do 210 events across the country including launches and roadshows.”

Operator safety and sustainability

Safety and ergonomics are integral to Volvo CE’s design philosophy. The EC210 incorporates advanced safety features and ergonomic designs to ensure operator comfort and compliance with regulatory standards. “Safety and ergonomics are integral to Volvo’s design philosophy. We continue to innovate in these areas to enhance workplace safety across our product range,” explained Sid.

Additionally, Volvo CE is committed to sustainability, with plans to introduce electric and hybrid technologies. “While the EC210 currently focuses on efficiency and performance, our modular platform allows scalability towards cleaner mobility solutions like electric and hydrogen-powered variants in the future,” Sid noted.

The launch of the EC210 hydraulic



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Volvo EC210 in detail

Engine		
The engine, which provide excellent performance, is equipped with four cylinder, electronic-controlled high pressure fuel injectors, internal EGR, in-line waste gate turbo charger, air-to-air intercooler and water cooled diesel engine type.		
Engine	VECV	E494-Tier 3
Max. power at	r/min	2000
Gross, ISO 14396/SAEJ1995	hp	137
Max. torque	Nm	520
at engine speed	r/min	1600
No. of cylinders		4
Bore	mm	100
Stroke	mm	105
Electrical System		
High-capacity electrical system that is well protected. Waterproof double-lock harness plugs are used to secure corrosion-free connections. The main relays and solenoid valves are shielded to prevent damage. The master switch is standard.		
Voltage	V	24
Batteries	V	2 x 12
Battery Capacity	Ah	100
Alternator	V/Ah	24/75
Start Motor	V - kW	24-5.2
Swing System		
The swing system uses an axial piston motors, driving a planetary gearbox for maximum torque. An automatic holding brake and antirebound valve are standard.		
Max. slew speed	r/min	11.5
Max. slew torque	kNm	76.5
Travel System		
Each track is powered by an automatic two-speed shift travel motor. The track brakes are multi-disc, spring-applied and hydraulic released. The travel motor, brake and planetary gears are well protected within the track frame.		
Max. drawbar pull	kN	174
Max. travel speed (low)	km/h	3.3
Max. travel speed (high)	km/h	5.5
Gradeability	o	35
Undercarriage		
The undercarriage has a robust X-shaped frame. Greased and sealed track chains are standard.		
Track shoe		2 x 46
Link pitch	mm	190
Shoe width, triple grouser	mm	600
Bottom rollers		2 x 7
Top roller		2 x 2

Specifications

MACHINE WEIGHTS AND GROUND PRESSURE (EC210 WITH 5.7 M BOOM, 2.5 M ARM, 1.1 CUM BUCKET AND 3800 KG COUNTERWEIGHT)				
Description	Shoe width	Operating weight	Ground pressure	Overall width
Units	mm	kg	kPa	mm
Triple grouser	600	20700	46.1	2800

Positive Hydraulic System

The new electro-hydraulic system and new MCV (main control valve) use intelligent technology to control on-demand flow for high productivity, high-digging capacity and excellent fuel consumption. The following important functions are included in the system:

Summation system: Combines the flow of both hydraulic pumps to ensure quick cycle times and high productivity.

Boom priority: Gives priority to the boom operation for faster raising when loading or performing deep excavations.

Arm priority: Gives priority to the arm operation for faster cycle times in leveling and for increased bucket filling when digging.

Swing priority: Gives priority to swing functions for faster simultaneous operations

Regeneration system: Prevents cavitation and provides flow to other movements during simultaneous operations for maximum productivity.

2 x Variable displacement axial piston pumps

Maximum flow	l/min	2 x 200
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Gear pump

Maximum flow	l/min	1 x 20
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Relief valve setting pressure

Implement	MPa	32.4
Travel circuit	MPa	32.4
Slew circuit	MPa	27.9
Pilot circuit	MPa	3.9

Hydraulic cylinders

Mono boom		2
Bore x stroke	ø x mm	125 x 1235
Arm		1
Bore x stroke	ø x mm	135 x 1540
Bucket		1
Bore x stroke	ø x mm	115 x 1065

Service refill

Fuel tank	ltr	360
Hydraulic system, total	ltr	240
Hydraulic tank	ltr	140
Engine oil	ltr	15
Engine coolant	ltr	18
Slew reduction unit	ltr	5
Travel reduction unit	ltr	2 x 3.5

Cab

The operator's cab has easy access via a wide door opening. The cab is supported on hydraulic dampening mounts to reduce shock and vibration levels. These along with sound absorbing lining provide low noise levels. The cab has excellent all-round visibility. The front windshield can easily slide up into the ceiling.

Sound Level

Sound level in cab according to ISO 6396

LpA (tropical)	dB(A)	69
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External sound level according to ISO 6395, GB16710-2010

excavator marks a significant step in Volvo CE's journey of innovation and partnership in India. As the country gears up for extensive infrastructure development, the EC210 is poised to play a crucial role in meeting the demands of modern construction challenges, embodying Volvo's vision of creating sustainable solutions that empower customers to achieve more. With its focus on performance, efficiency, and reliability, the EC210 is set to redefine industry standards and support India's ambitious infra growth, driving progress across the construction sector.

As Krishnan aptly concluded, "The EC210 not only meets the demands of today's construction challenges but also anticipates future needs, embodying Volvo's vision of creating sustainable solutions that empower our customers to achieve more. In the spirit of



Volvo CE leaders Dimitrov Krishnan and Kamel Sid unveil new EC210 hydraulic excavator in Bengaluru.

"Expect More", Volvo CE looks forward to continuing its journey of innovation and partnership in India,

striving to exceed expectations and drive progress across the construction industry."



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“Hyundai holds a No. 2 position in excavator attachments in India.”

Joydeep Baksi,
National Sales Head
(Sales & Marketing),
Hyundai Construction
Equipment India,
speaks on the current
market size of
hydraulic excavators
in India, and how has
it evolved over the past
few years.



What is the current market size of hydraulic excavators in India?

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

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

Key growth driving segments:

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

Mini excavators:

This segment has consistently grown, except for 2020. The market shares of mini excavators grew from 6 per cent in 2019 to over 10 per cent in 2023. Its increasing popularity is due to their

versatility and suitability for urban construction projects and tasks that require precision in confined spaces.

Can you outline the features in your hydraulic excavator models?

Hyundai has expanded its Smart Plus series, now offering 8-tonne, 14-tonne, and 15-tonne classes. These models are equipped with an advanced monitoring system featuring a multi-language cluster, elevating operator convenience, enabling timely servicing, and facilitating early error detection. Notably, safety features include auto engine overheat prevention, an anti-restart system, a battery cut-off switch, and automatic warming up, significantly enhancing equipment and operator safety. In the mini segment, the new generation HX35AZ from Hyundai's HX series is packed with features such as all-cylinder guards and an anti-theft system, aimed at markedly improving safety. Additionally, it boasts a tilt cabin for streamlined serviceability, as well as dozer float and auto travel shift features for heightened efficiency.

As for the mining segment, the HX520L model offers an array of cutting-edge features, including Intelligent Power Control (IPC) for optimal productivity coupled with maximum fuel efficiency, EPIC for hydraulic loss reduction and enhanced efficiency, an eight-inch touchscreen display, a spacious cabin prioritising operator comfort, and cabin top and front guards for reinforced safety.



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Loading the Future

Recent innovations in wheel loader technology have been transformative, and electric wheel loaders are at the forefront of this revolution.



In India's ever-evolving construction equipment sector, the wheel loader stands as an indispensable workhorse, pivotal in material handling and construction activities across various industries. Over the past decade, advancements in technology have propelled the wheel loader market forward, with a notable recent trend being the introduction and adoption of electric wheel loaders.

Traditionally, wheel loaders have been powered by diesel engines, prized for their torque and reliability. However, environmental concerns and the push towards sustainable development have spurred innovation in the sector. This has led to a shift towards electric-powered wheel loaders, which offer significant advantages in terms of reduced emissions, quieter operation, and

potentially lower operational costs over their lifecycle.

Recent innovations in wheel loader technology have been transformative. Electric wheel loaders, powered by advanced lithium-ion battery packs, are at the forefront of this revolution. These machines not only meet stringent emission norms but also appeal to construction companies aiming to enhance their environmental credentials. Moreover, electric loaders offer smoother operation, instant torque delivery, and reduced maintenance compared to their diesel counterparts.

In addition to their environmental benefits, electric wheel loaders incorporate cutting-edge features such as telematics systems for remote monitoring, integrated GPS for precision control, and advanced

safety sensors. These technologies not only improve operational efficiency but also enhance safety and productivity on construction sites.

Innovations galore

The wheel loader market is dominated by 120-150 HP range equipment, which accounts to 62 per cent of total wheel loader equipment sales in India. This machine finds applications in mining, construction, ports and industry. With the growing demand from various segments, the wheel loaders are being introduced into the market with advanced technologies that guarantees higher productivity, efficiency and safety.

The launch of electric wheel loaders by several leading manufacturers marks a significant milestone in India's construction equipment market. Companies like Volvo CE India, JCB and others have introduced models tailored to meet the specific demands of Indian

construction projects. These loaders promise to deliver on both performance and sustainability, catering to the diverse needs of contractors and project managers nationwide.

During Bauma in India, SDLG

Recently SDLG inaugurated its new manufacturing facility for wheel loaders in Peenya, Bengaluru. This marks a significant milestone in its efforts to enhance localised manufacturing capabilities, introduce innovative products, and expand its customer base across India. The state-of-the-art facility is equipped with advanced technology and has the capacity to produce 1,000 machines annually per shift.

Speaking on the electric wheel loader launch, Mehta said, "The battery-operated electric wheel loader was launched

India, a Member of the Volvo Group, showcased the SDLG Electric Wheel Loader L956HEV for the Indian market. It comes powered with shock absorption technology, prolonging the life of lithium-ion batteries even in the most-harsh applications. L956HEV electric wheel loader is a revolutionary powerhouse combines cutting-edge electric technology with SDLG's renowned reliability. It offers powerful performance while significantly reducing emissions and operating costs.



Surat Mehta
Head of
SDLG Business in
India

Surat Mehta, Head of SDLG Business in India, said, "SDLG machines have captivated customers across India in the quarrying, mining, roads, railway siding, and port segments. They are ecstatic about the profitability they can extract from SDLG machines, as well as their ease of adaptability to a wide range of applications."

during Bauma Conexpo 2023 in India. This innovation not only enhances operational efficiency but also reduces carbon footprints, aligning with our commitment to sustainability. To facilitate the adoption of this new technology, we offer equipment-as-a-service, allowing customers to pay based on usage. Currently, around 20 SDLG loaders operate under this arrangement."

Adds Mehta, "The facility carries significant emotional value as a "Make in India" product, resonating with the sentiments of Indian consumers. Moreover, local manufacturing allows us to deliver machines to customers more efficiently, reducing lead times associated with imports. Additionally, the facility creates direct and indirect employment opportunities, contributing to local economic growth. Our aim is not limited to wheel loaders; we aspire to expand our locally manufactured product range and become a comprehensive

QUICK BYTES

- There is a growing demand for electric wheel loaders in India driven by environmental concerns and government initiatives promoting cleaner technologies.
- The market for electric wheel loaders in India faces challenges related to infrastructure, particularly the availability of charging stations.

supplier of SDLG equipment."

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

Similarly, JCB introduced its first full electric wheeled loader, delivering best-in-class performance and full working day use, with low noise and zero-emission operation for customers. The machine boasts the largest standard battery pack in its class, with a 20kWh capacity, with productivity matching the popular 403 diesel model.

The machine is powered by a 20kWh lithium-ion battery pack, assembled from proven JCB modules, as pioneered in the company's existing range of electric equipment. These batteries, coupled with high efficiency electric motors and optimised traction and hydraulic systems, deliver class-leading performance, with the loader capable of completing a full working day, or four to five hours of continuous use in

a mixed duty cycle.

In common with the JCB E-Tech range, the 403E has a built-in charger that allows connection to a range of on-site power sources. A 110V socket will fully charge the batteries in 12 hours, while a 230V industrial or domestic plug will charge the battery pack in just 8 hours. JCB's off-board rapid charger can also be used with the 403E, delivering a full charge from a three-phase supply in just two hours.

Caterpillar India's Hindustan 2021E continues to be the best-selling wheel loader model in India. Hindustan 2021E comes with significant enhancements to the engine and engine system to comply with new CEV IV emission requirements such as the engine control module and efficient exhaust after-treatment system. The machine is powered by a powerful yet highly fuel-efficient 133HP gross power six-cylinder turbocharged engine. The standard machine comes with a spacious cabin, comfortable and adjustable seat with ergonomically placed consoles and pilot operating joystick levers for fatigue-free operation with an optional AC. Product Link (Telematics) a standard feature, wirelessly connects customers to their equipment giving them valuable insights such as location, and hours worked providing the ability to track the machines remotely.

"We are committed to understanding the evolving needs of our customers and delivering pioneering products and services with a focus on technology-enabled solutions and aftermarket to increase customer loyalty. Our wheel loaders are designed to handle all the jobs on the worksite. The machine is fine-tuned with the right technologies for the right applications which results in lower operating costs, higher performance, and improved reliability



Hindustan 2021E comes with significant enhancements to the engine.

across a variety of applications. The machine is built with linkage options and an extensive range of work tools and bucket styles is available to customise these machines for customer's operation," said **Amit Bansal, Director, Sales & Marketing, Building Constructions Products (BCP) Division, Caterpillar India.**

Another leading player, Liugong recently introduced electric wheel loaders viz. 820TE & 856HE in 2 tonne and 5.8 tonne payload capacity segment. The recently launched models are battery operated. While 820TE is best suitable for RMC and batching plants 856HE is working in ports, cement plants and mining.



Nischal Mehrotra
Sr. Vice President
(Sales & Marketing),
Liugong India

\$1.1 billion. This figure reflects the industry's substantial growth, driven by various factors including significant infrastructure investments, revival in the mining sector, and expanding construction activities. Wheel loaders are versatile machines used across various sectors,

Nischal Mehrotra, Sr. Vice President (Sales & Marketing), Liugong India, said "As of 2024, the wheel loader market in India is valued at approximately

and their demand and application trends vary depending on the specific requirements of each industry."

BEML with its state of art R&D facility has indigenously developed and manufactured following three variants of wheel loaders – BL200-1, BL30-1 and BL40. BEML is developing the above range of wheel loaders with CEV stage IV compliant engines, which are in line with the government's directive on implementation of new emission norms for wheeled construction equipment from April 2021.

Road ahead

The wheel loader market in India is witnessing a transformative shift with the advent of electric-powered models. These innovative machines not only address environmental concerns but also promise enhanced operational efficiency and reduced lifecycle costs. As construction practices evolve and sustainability takes center stage, electric wheel loaders are set to redefine the industry landscape, contributing to a cleaner, more efficient future for India's construction sector.

The journey towards electrification in the wheel loader market is not just a technological advancement but a commitment towards a greener and more sustainable construction industry in India.





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“Innovations in wheel loader have focused on improving productivity.”

Nischal Mehrotra,
Sr. Vice President,
Sales & Marketing,
LiuGong India speaks
on the demand and
application trends for
wheel loaders across.



What is the current market size of wheel loaders in India?

As of 2024, the wheel loader market in India is valued at approximately \$1.1 billion. This figure reflects the industry's substantial growth, driven by various factors including significant infrastructure investments, revival in the mining sector, and expanding construction activities.

Key insights:

- **Market value:** The Indian wheel loader market size stands at around \$1.1 billion in 2024. This value encompasses sales across various sectors such as construction, mining, and industrial applications
- **Growth dynamics:** The market is experiencing robust growth, with an expected CAGR of about 7.5 per cent from 2024 to 2028. This growth is primarily propelled by the government's focus on infrastructure development and urbanisation projects.
- **Sectoral demand:**
 - Construction: This sector remains the largest consumer of wheel loaders, driven by ongoing and upcoming infrastructure projects like roadways, urban development, and smart cities
 - Mining: Increased activities in mining and quarrying, alongside government policies to boost the sector, are contributing significantly to the demand for wheel loaders
 - Industrial applications: Wheel loaders are also extensively used in ports, warehouses, and material handling sectors

- **Power range distribution:** Wheel loaders in the 120 to 150 HP range dominate the market, accounting for about 62 per cent of the total sales. These are favoured for their versatility and efficiency in various applications
- **Regional insights:** The Indian market is part of a larger growth trend seen across the Asia-Pacific region, driven by favourable government policies and economic activities in construction and industrial sectors.

What are the prevailing demand and application trends for wheel loaders across sectors such as mining, construction, warehousing, and industrial applications?

Wheel loaders are versatile machines used across various sectors, and their demand and application trends vary depending on the specific requirements of each industry. Here's a detailed look at the prevailing trends for wheel loaders in mining, construction, warehousing, and industrial applications in India:

Mining:

- **Heavy-duty performance:** Wheel loaders are essential in mining for loading and transporting materials like ores, coal, and aggregates. Their robust build and high capacity make them suitable for the tough conditions in mining operations.
- **Increased productivity:** The focus is on loaders with high payload capacity and efficiency to handle large volumes of material quickly.



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Enhancing Efficiency and Safety



Telehandlers have emerged as indispensable equipment in India's burgeoning infrastructure and industrial sectors, offering versatility, efficiency, and safety in material handling operations.

In the bustling landscape of India's construction and industrial sectors, telehandlers have emerged as indispensable tools, revolutionising the way heavy materials are handled and positioned. These versatile machines, equipped with telescopic booms capable of extending to great heights and distances, play a pivotal role in enhancing efficiency and productivity. However, amidst their utility, ensuring safety in telehandler operations remains paramount to protect lives and sustain the pace of development.

Telehandlers, with their ability to

lift heavy loads and navigate various terrains, inherently carry risks that demand meticulous attention. The telescopic boom, a defining feature of these machines, poses challenges such as instability during improper operation or on uneven surfaces. Additionally, the risk of falling objects and collisions underscores the need for stringent safety protocols and operator vigilance.

The telehandler market in India is characterised by the presence of both domestic manufacturers and international players. Companies such as JCB India, Mahindra Construction Equipment, TIL, and Escorts

Construction Equipment are prominent domestic manufacturers. International players like Manitou, Caterpillar, and Bobcat also have a significant presence, leveraging their global expertise and technological advancements to cater to diverse customer requirements.

Manitou, one of the leading manufacturers of telehandlers in India, has a wide range of telehandlers for every segment, for every application and Manitou's offering on telehandlers are broadly classified into the below categories; Manitou fixed telescopic, Manitou rotating telescopic, Manitou loader telescopic, Manitou heavy telescopic. Manitou rotating telehandler range is widely used in construction, maintenance, oil and gas, aeronautical applications where operating

conditions face stiff

space constraints and/or require quick operational maneuverability.



Hafeez Khan
Managing Director, Manitou South Asia,

to much more sophisticated construction equipment. Manitou is heavily investing in R&D to develop and incorporate changes in its product line. Areas such as alternative fuels and energy sources as well as automation of controls and operations are some of the key areas where we are working and meeting our customer expectations. The growing shift of industries towards automation calls for the need to reduce

the time taken for maintenance of industrial

Said Hafeez Khan, Managing Director, Manitou South Asia, "Telehandlers have developed from conventional landscaping and farming machinery

QUICK BYTES

- The present size of telehandlers is around 450-500 units.
- With the push towards agricultural mechanisation in India, driven by initiatives to enhance productivity and efficiency in farming practices, the demand for telehandlers is expected to rise further.
- Market players are introducing models with improved safety features, higher lifting capacities, and enhanced maneuverability to cater to diverse applications across industries.

equipment such as overhead cranes."

Manitou Group has indigenised two of its Best Seller models of the Asia Pacific region in its manufacturing facility in Greater Noida. These models are with the same safety and operational



specifications as other models of Manitou manufactured in Europe and are being extensively sold to both Domestic and International markets.

Safety is paramount in all Manitou machines and all its products are equipped with critical features that guarantee this. About 70 per cent of accidents involving a handling machine could be prevented with the right machine for the right application and adequate safety training and measures. Accordingly, Manitou Group places user safety at the forefront of its priorities through two clearly-identified channels: risk prevention and the bespoke addition of safety systems on its machines.

Says Deepak Shetty, MD & CEO, JCB India, "As the Indian market matures, global best practices are making their way into the Indian



Deepak Shetty
MD & CEO, JCB
India

material handling industry. There is an increased focus on productivity and safety on worksites, which presents us with the opportunity of introducing solutions with the latest and state-of-the-art technology in India. The demand for safe and reliable material handling products is fast growing across India's wide spectrum of applications."

He added, "Telehandlers are gaining popularity and are today being

7 TIPS TO WORK SAFELY WITH A TELEHANDLER

Accidents with telehandlers happen on a regular basis. If you keep in mind the 7 tips below, you can avoid them from happening.

- 1 Follow the right telehandler training course:** First of all, it's important to follow a suitable training course for telehandlers. Increase your safety and get to know the type of machine you'll be working with. Go over the manual of the machine thoroughly and familiarise yourself with all safety symbols.
- 2 Always inspect the telehandler before use:** Conduct a daily visual and functional inspection before you get to work and only start working if the machine is in good condition.
- 3 Pay attention when loading the telehandler:** Always make sure that the load does not exceed the maximum weight. An excessively heavy load could cause the telehandler to tilt. Most telehandlers are equipped with a safety system, which prevents the lifting of loads that are heavier than allowed. You can find the maximum weight of your telehandler in the user manual.
- 4 Pay attention when driving:** Don't get distracted while driving. Make sure that the view of the route is always optimal. If you're not able to look more than two metres beyond your load, it is recommended to drive backwards. Also do this when you're carrying unstable loads or pallets that can slide off the forks. Ask for assistance if you have to drive forward with an unsurveyable load.
- 5 Always keep the forks 30 cm off the ground:** The distance between the ground and the forks or attachment always has to be 30 cm when driving a telehandler. When transporting a load, keep it +/- 30 cm above the ground and always tilt the fork carriage backward. Pay special attention to the fork height on uneven surfaces and adjust it if necessary. When moving loads across larger distances, the telescopic boom must always be retracted. Make sure that assistants or other people keep their distance while loading. Never allow anyone to walk or stand still under a load.
- 6 Adjust your driving behaviour:** Telehandlers can reach speeds of up to 40km/h on public roads. This is different on construction sites. Here, you have to adjust your speed to the situation. When you're driving on rough terrain at an excessive speed, you can lose control of the steering wheel and the telehandler. So always take into account the terrain and the telehandler load. When cornering, the centrifugal force comes into play. This means the goods are being drawn to the outside of the turn. Never start, stop or suddenly change direction at high speed. Always go up or down slopes in a controlled way and at an appropriate speed. These sudden and unexpected movements can cause the telehandler to lose its load or to tilt.
- 7 Always drive forwards when going uphill:** Always drive straight forward when going uphill. So never drive uphill diagonally and never start turning on a slope. When loaded, the load must be in the highest position in relation to the slope (forwards uphill and backwards downhill). On slopes you need to increase the fork height and lean backwards more, to prevent contact with the ground.



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used in three core sectors – agriculture, construction and industry. Some examples are hopper loading in ready mix concrete, ceramic products and metal scrap recycling plants. In rail/road/hydel tunnel projects, the JCB telehandler with Man Platform provides a safe working platform for technical personnel. Telehandlers are used for horizontal and vertical movement of prefabricated components and aggregate material in the construction and infrastructure sector. The unique Q-Fit feature in JCB telehandlers enables easy and quick changeover of attachments, thereby increasing the versatility of the machines. An unloading rake attachment enables easy unloading of aggregate material from trucks. Different sizes of standard and grab buckets enable usage in industries like paper, metal scrap rehandling and coal rehandling. The Man Platform attachment has made the JCB telehandler a ‘must have’ for construction companies for any rail, road and hydel tunnel and bridge construction projects.”

Recently, JCB India celebrated the roll out of its 500,000th construction equipment. The 500,000th machine, a telehandler, is a versatile machine for material handling. It is a revolutionary new way to handle material at heights in a safer and more productive manner as compared to traditional options.

Said Shetty “It is only fitting that the 500,000th machine to roll out from JCB is a telehandler. This machine, ever since it was introduced in India, has made work sites safer and more productive with its superior design and engineering. JCB is a world leader in telehandlers and as India grows, we see opportunities for this machine in the material handling sector.”

Haulotte India, a 100 per cent subsidiary of the Haulotte Group of France and a leading global manufacturer of aerial work platforms,

is regularly expanding its reach and range of telehandlers, adapting them to meet the specific needs of the end-users. All Haulotte HTL ranges comply with EC standards and TUV directives and regulations for safety. They are operator-friendly with a single joystick control for all types of operations. Their most distinguishable feature is the quick and easy recalibration of the Load Moment Indicator, which can be done by simply raising and lowering the boom for a few minutes. Haulotte telehandlers are being used across the world in different sectors and are also popular in the SAARC countries.

As part of the ongoing innovation at Haulotte, an entirely new line of telehandlers has been developed, specifically adapted for handling heavy loads of 5.2 to 7.2 tonne. With this, the company’s product portfolio now covers a wider range of solutions for every type of user.

HTL 5210, the latest addition, offers the best load rating for the 10 m segment with a lift capacity of 5.2 tonne up to a height of 10 m, representing a maximum forward reach at 3.5 tonne to 5.8 m, with the stabilizer. It is most suited for all types of applications in the heavy construction, mining, oil, ports, and recycling sectors. It enables optimal productivity, directly rivaling the 10–12 tonne range with an unbeatable price to performance ratio.

The stabilizers included in the standard configuration ensure an excellent horizontal outreach. The rear axle locking system enables greater lateral stability for a very high load rating performance for the upper section. Easy to operate on non-stabilized surfaces, HTL5210 is a four-wheel drive and steer all-terrain telehandler. It is equipped with a hydrostatic transmission for high precision movements, and an inching pedal system for smooth and easy approach. The result is an extremely



Telehandlers have emerged as indispensable equipment in India’s burgeoning infra sectors.

versatile range of applications based on the availability of numerous compatible accessories.

Road ahead

Looking ahead, the market for telehandlers in India is poised for substantial growth driven by ongoing and planned infrastructure projects, increasing mechanisation in agriculture, and the expansion of warehousing and logistics sectors. Key trends such as the adoption of electric and hybrid telehandlers to meet sustainability goals, advancements in autonomous and semi-autonomous technologies, and the integration of IoT for predictive maintenance are expected to shape the market’s evolution.

Telehandlers have emerged as indispensable equipment in India’s burgeoning infrastructure and industrial sectors, offering versatility, efficiency, and safety in material handling operations. While the market presents lucrative opportunities, challenges related to initial costs, skills development, and regulatory compliance need to be addressed collaboratively by stakeholders. With sustained investments in technology, innovation, and skill enhancement, the telehandler market is well-positioned to capitalise on India’s growth trajectory and contribute significantly to its economic development in the coming years. 🏗️



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“Rental companies are embracing digitisation.”

Satin Sachdeva,
Founder & Secretary
General, Construction
Equipment Rental
Association, speaks on
the current landscape
of the construction
equipment rental
market, and the latest
trends in the market.



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

The Indian construction equipment rental market is witnessing significant growth, driven by massive infrastructure development, urbanisation, and various government initiatives; the market is projected to grow at a CAGR of 10-15 per cent over the next five years. Key drivers include government projects such as the Smart Cities Mission, Bharatmala Pariyojana, and industrial corridor developments, various elevated projects which are increasing the demand for equipment. Renting equipment is a cost effective solution as it reduces the need for substantial capital investments, maintenance costs, and storage, making it a favourable option for many construction and infra companies.

Technological advancements are becoming more accessible through rental services, allowing smaller and mid cap companies to utilise advanced and latest equipment and stay competitive. Renting also provides flexibility and scalability, enabling companies to adjust their equipment needs based on project requirements without long term commitments. The market encompasses various types of equipment, including earthmoving machinery, material handling equipment, concrete equipment, and road construction equipment, with major end users being construction companies, real estate

developers, and infrastructure companies. The commendable achievement of rental penetration exceeding 40 to 50 per cent in certain categories underscores the robust growth and acceptance of Indian rental services within the industry.

The latest trend in the construction equipment rental industry is a notable shift towards purchasing brand-new equipment rather than opting for used machinery. This shift is primarily attributed to enticing offers from prominent manufacturers, who provide favourable credit terms, competitive pricing, and comprehensive after-sales service packages with an easy finance schemes. Consequently, there has been a significant surge in fleet enhancement initiatives, with rental companies actively investing in the acquisition of state-of-the-art equipment and entering new categories i.e. high tonnage cranes, pavers, boom lifts, piling rigs, vibro hammers, etc.

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

This trend underscores the evolving landscape of the

construction equipment rental sector, characterised by a relentless pursuit of growth opportunities and the adoption of modern business practices to stay competitive in a dynamic market environment.

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

Indian construction equipment rental companies face numerous challenges related to market competition and demand fluctuations:

- **Fragmented market and pricing factors:** The Indian construction equipment rental market is highly fragmented, with many small and medium-sized companies competing alongside larger, established firms.
- **Delay in payment recoveries:** Payment delays from clients can cause cash flow issues, making it challenging for rental companies to manage operational expenses, maintain cash flows, and invest in new equipment and technologies. This critical issue requires immediate attention, and all associations should work together harmoniously to address it.
- **Project delays and cancellations:** Infrastructure projects can experience delays or cancellations due to various factors, including funding issues, regulatory hurdles, political instability and other challenges. These uncertainties can lead to sudden drops in equipment demand resulting in big losses to rental companies.
- **Seasonal variations:** Construction activity in India is highly seasonal, with peak periods during the dry season and slow periods during the monsoon period. Rental companies must manage their fleets and finances to accommodate these seasonal fluctuations.
- **Brand recognition and trust:** Smaller and newer rental companies may struggle to build brand recognition and trust compared to well-established players. Customers often prefer reputable companies with proven track records.
- **Access to high capital:** Larger companies typically have better access to capital, allowing them to invest in the latest equipment and technologies. Smaller companies may find it challenging to secure financing from banks and NBFCs to expand their fleets and adopt new technologies.
- **Service differentiation:** Differentiating services in a competitive market can be difficult. Companies need to offer value-added services, such as operator training, maintenance, and 24/7 customer support, to stand out from the competition.
- **Uneven tax structure nationwide:** The existence of an inconsistent tax structure among states presents additional hurdles. We advocate for a uniform tax structure nationwide, aspiring towards the principle of "One Country, One Tax".
- **Unskilled labour and lack of training:** Addressing the shortage of skilled labour and the need for comprehensive training programs is imperative for the industry's growth and sustainability. Investing more in vocational training initiatives and apprenticeship programs can help bridge this gap and ensure a competent workforce.
- **Less acceptability of technological enhancement and digitisation:** Rental companies need to prioritise investments in innovative solutions such as IoT, AI, and digital platforms to enhance operational efficiency, improve customer experiences,

and drive business growth in this digital age.

To address these challenges, rental companies can focus on high-demand equipment, utilise financing options, implement predictive maintenance through IoT and AI, comply with regulations, invest in eco-friendly equipment, and enhance marketing efforts.

Indian construction equipment rental companies face several finance-related challenges, especially in today's dynamic economic climate. These challenges impact their ability to manage operations, invest in new equipment, and maintain profitability. Here are some key finance challenges:

- **Capital accessibility:** Limited access to affordable financing options coupled with the high initial investment required for acquiring construction equipment, particularly advanced or specialised machinery, poses significant challenges for fleet expansion among rental companies, particularly smaller ones, due to high costs and stringent lending criteria from some financial institutions.
- **Cash flow management:** Irregular payment cycles, including client payment delays due to construction project delays, and seasonal fluctuations in demand present significant challenges for rental companies, causing liquidity issues and difficulties in managing cash flow effectively.
- **Operational costs:** Maintenance, alongside the expenses for technological upgrades to keep pace with advancements, impose significant financial burdens on companies, particularly smaller ones, impacting their overall budget allocation.



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Building India's Global Manufacturing Capabilities

The Indian manufacturing sector stands at a critical juncture, with several opportunities arising from global shifts and local initiatives. But to take advantage of this evolving market, Indian manufacturers have to raise their global competitiveness, says Rakesh Rao.

The Government of India has been aiming to increase the contribution of manufacturing to total GDP from around 15-17 per cent to 25 per cent for the last many years. To achieve it, GoI has rolled out various initiatives like Aatmanirbhar Bharat/Make in India, Production-linked Incentives (PLI) scheme, low corporate tax rates for new manufacturing units, etc. It has been also spending on improving infrastructure and the logistics network via Gati Shakti mission, multi-modal connectivity, etc. Despite efforts, manufacturing's share in the economy has not significantly increased and more efforts are required to propel its growth.

"It is crucial to integrate local resources while maintaining a global outlook to achieve success with value-based products. Regarding the efforts made by governments over the past decade to boost the manufacturing sector's contribution to GDP, it's evident that despite these efforts, the manufacturing share has remained stagnant to around 17 per cent," highlights **Manish Jhunjunwala, Executive Director, PwC India.**



Manish Jhunjunwala
Executive Director, PwC India.

India is experiencing signifi-



cant development and opportunities fuelled by government spending in infrastructure and related sectors. This move has spurred demand in the manufacturing sector - especially automotive, construction equipment, agriculture equipment, and material handling. **Sandeep Khullar, Director of Off-Highway and Commercial Vehicle, Dana India,** elaborates, "In the tier one auto component manufacturing sector, there is significant excitement and opportunity driven by government infrastructure



Sandeep Khullar
Director of Off-Highway and Commercial Vehicle, Dana India

Protectionism is rising globally. India, with its strong international presence, is well-positioned to negotiate favourable treaties.

— **Dr Jairam Varadaraj,**
MD, Elgi Equipments Ltd

investments. This creates a strong demand in automotive, construction equipment, agriculture, and material handling. The growth of e-commerce is also increasing the need for material handling solutions. Global customers are turning to India as a strategic partner, attracted by competitive pricing and the ability to meet

global quality and delivery standards. Many OEMs are diversifying their supply chains away from China due to geopolitical factors, further benefiting India. India is emerging as both a manufacturing and sourcing hub to support global operations. This shift presents significant opportunities for the sector. The key challenge now is to effectively capitalise on this strong local and global demand.”

Increasing India's global share

Sharing his perspective on the prevailing market scenario, **Dr Jairam Varadaraj, MD, Elgi Equipments Ltd**, opines, “Protectionism is rising globally, driven



Dr Jairam Varadaraj
Managing Director, Elgi Equipments

by right-wing political platforms in developed countries seeking to safeguard their economies. Bilateral treaties are becoming more common as countries move away from multi-lateral agreements. India, with its strong international presence, is well-positioned to negotiate favourable treaties, so protectionism is not a major concern for Indian companies looking to access global opportunities.”

However, he believes that the challenge lies within. “India's tendency has been to produce low-cost products for the bottom of the market pyramid. Globally, 80 per cent of opportunities are in high-performance, value-based buying, not price-based. Focusing on low-cost segments means limiting growth and keeping wages low, which isn't beneficial for India. To capitalise on global opportunities, India must invest in technology, quality, and advanced systems and processes. This requires a long-term approach, but with commitment, the opportunities are substantial,” elaborates Dr Varadaraj.

According to **T K Ramesh, Managing Director, Ace Designers**, the market conditions for Indian manufacturing are both exciting and challenging. “The excitement stems from the potential for growth and the opportunities presented by the evolving global economic landscape. However, these opportunities come with challenges that require manufacturers to be agile and adaptable,” he adds.



T K Ramesh
Managing Director, Ace Designers

The ability to predict long-term trends has diminished (because of the high volatility and uncertainty in the market), making it essential to plan for shorter terms. Ramesh explains, “Long-term plans of five years have now become two or three years. Strategic plans require agility, the ability to fail quickly and cheaply, and rapid retooling to stay competitive. The market is growing and becoming more competitive. Success hinges on adaptability and delivering better value to the marketplace.”

On the export front, Indian manufacturers face both opportunities and competition. He says, “Geopolitical shifts particularly trade tensions between the US and China, have prompted global companies to diversify their supply chains. This shift opens doors for Indian manufacturers to become strategic partners. However, India must compete with other emerging economies like Vietnam and Thailand, which are also vying for a share of the global manufacturing pie.”

Changing industrial space

Manufacturing landscape has also undergone a sea change in the last decade with industrial revolution and modern technologies. **R Jayaraman, Head, Capstone Projects, Bhavan's S**

India is emerging as both a manufacturing and sourcing hub to support global operations. This shift presents significant opportunities for the sector.

– **Sandeep Khullar**,
Director – Off-Highway and Commercial Vehicle, Dana India

P Jain Institute of Management & Research (SPJIMR), elaborates, “India's participation in industrial revolutions increased significantly during the third age, where it found its niche in information technology. India's strength in this field is unmatched globally. Recent years have seen significant developments, especially since the current government took power in 2014, driving momentum in various sectors. India is currently in the fourth age, Industry 4.0, following the third age of computers. Industry 5.0, a new concept from Japan called ‘human plus’ that emphasises the importance of human beings in the Internet of Things (IoT) development.”



R Jayaraman
Head, Capstone Projects, S P Jain Institute of Management & Research

The last couple of years have been full of ups and downs for industries globally. Hence, Indian manufacturers are facing several challenges today. “First, capital investment is crucial. While the government has made substantial investments in infrastructure and the defense sector, private industry also needs to contribute. This is vital as Foreign Direct Investment (FDI) fell by 43 per cent from \$80 billion in 2022 to \$46 billion in 2023 and is expected to decline further in 2024. Second, there is a need for skill development, particularly in artificial

intelligence (AI), machine learning (ML), and algorithm development. While there are new-age companies that are taking efforts, more needs to be done, especially in engineering colleges and professional bodies,” he says.

For manufacturing to thrive, it is important for the companies to raise remuneration for the employees. Jayaraman says, “Appropriate compensation must be addressed. Indian salaries are low compared to international markets, leading to dissatisfaction among graduates. Recently, almost 30 per cent of IIT graduates remained unplaced, partly due to salary expectations.”

According to him, these challenges—capital investment, skill development, and appropriate compensation—need urgent attention for India to move forward.

Capitalising on global drivers

A strong, growing domestic market and favourable government policies (at the center as well as state level) have prompted global firms to look at India favourably. As a result, in the last few years, many multinational companies (MNCs) have increased their manufacturing footprint in India to meet their global requirements.

Elaborating on the key yardsticks used by MNCs while investing in a country, Sandeep Khullar says, “When making investment decisions, global companies consider several key factors. The presence of a substantial domestic market and long-term

 **India’s large domestic market, favourable demographics, and strategic location are attractive to global investors.** 

– T K Ramesh,
MD, Ace Designers Ltd

business potential is crucial. A country must offer significant domestic industry and consumer opportunities. Consistent government policies, favourable tax structures, and a business-friendly environment are vital for decision-making. Adequate infrastructure for manufacturing and a robust logistics network for exports are essential, especially for companies relying heavily on exporting goods. Availability of skilled labour in manufacturing and other functions is a significant consideration. A strong domestic supplier base for materials and components is necessary since not everything can be manufactured in-house. The country must be competitive compared to other investment options globally. India scores favourably on most of these parameters, making it an attractive destination for global investments.”

China-Plus-One policy and relatively high national GDP growth rate present a big opportunity for India to emerge as a manufacturing hub for the world. Ramesh explains, “The US-China trade tensions have prompted many global companies to adopt a China-Plus-One strategy, diversifying their supply chains by adding manufacturing bases outside China. This presents a significant opportunity for India to position itself as a preferred manufacturing destination. However, seizing this opportunity requires substantial improvements in infrastructure, technology, and human capital.”

But, India faces competition from countries like Vietnam, Indonesia, Malaysia, and Thailand, which are often better prepared in terms of infrastructure and company readiness. Despite this, he believes, the presence of major automotive giants and their established supply chains in India offers a foundation for scaling up and adopting newer technologies.

India is currently at a nascent stage in adding value through tech-



The impact of PLI scheme is expected to be significant in the long term. As manufacturers benefit from incentives and support, they are likely to invest in upgrading their facilities, adopting new technologies, and improving productivity. 

– R Jayaraman,
Head, Capstone Projects, S P Jain
Institute of Management & Research

nology arbitrage. “To catch up, improvements must go beyond material and labour arbitrage, focusing instead on advancing processes, science, and scale. The country’s large domestic market, favourable demographics, and strategic location are attractive to global investors. Additionally, India’s commitment to reforms and ease of doing business enhances its appeal,” observes Ramesh.

Impact of govt initiatives

The Government of India, as part of its Aatmanirbhar Bharat initiative, announced Production-Linked Incentive (PLI) schemes for 14 sectors in 2021 with an outlay of Rs 1.97 lakh crore to attract big investments in manufacturing and build capacity. “There is a lot of buzz around manufacturing being strengthened and brought to the forefront. The PLI schemes aim to introduce technologies that were not present previously in India, particularly for electronic and chip manufacturing. This has started to show results, although the full benefits are expected in the long term,” states Ramesh.

The PLI schemes offer financial incentives to manufacturers based on their production output. These schemes target specific sectors, in-



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cluding electronics, pharmaceuticals, and automotive, to boost domestic manufacturing capabilities. The initial response to the PLI schemes has been positive, with several companies committing to substantial investments. "The impact of these initiatives is expected to be significant in the long term. As manufacturers benefit from incentives and support, they are likely to invest in upgrading their facilities, adopting new technologies, and improving productivity. Over time, this will enhance the competitiveness of Indian manufacturing and contribute to higher GDP growth," elaborates Jayaraman.

However, it is still a long way to making India a manufacturing powerhouse of the world. Ramesh adds, "Currently, manufacturing contributes about 15-17 per cent to GDP. Doubling this to about 30 per cent will require more efforts. The shift from IT to manufacturing involves significant changes in materials, technology, and processes. India is recognised globally for its talent in IT, health-care, and engineering, but building a strong product manufacturing base will take time."

According to Manish Jhunjunwala, India has a large youth workforce, which is a key strength. "However, the availability of skilled manpower is uneven across sectors and regions. Addressing the skill gap through targeted training programs and partnerships with educational institutions is essential to meet the demands of advanced manufacturing. India's overall competitiveness is influenced by factors like cost of production, innovation capability, and business environment. The country's competitive advantage lies in its cost-effectiveness, but to sustain this advantage, continuous improvements in productivity, innovation, and quality are necessary," he explains.

Despite challenges, Ramesh believes India's foundation is strong.

He adds, "The aerospace sector and multinational research centres in India are good examples of progress. To advance further, it is crucial to make manufacturing more attractive and respected. This involves celebrating manufacturing successes and drawing more youth into the field, with support from the government and industry."

Have a global outlook

Government policies and initiatives play a crucial role in enhancing the competitiveness of the manufacturing sector. Recent investments in infrastructure have improved the logistics and transportation network, making it easier for manufacturers to move raw materials and finished goods. The development of industrial corridors, dedicated freight corridors, and smart cities has created a more conducive environment for manufacturing operations. The emphasis on ease of doing business, labour reforms, and skill development is creating a more supportive environment for manufacturers.

However, for India to make a mark on the international market, individual companies will have to play a big role by increasing their global competitiveness. "It is the individual players (citizens, companies, organisations, etc) who are the key drivers of the economy, while the government plays the role of a facilitator. Hence, it is important for every individual to aspire to be global for India to be a globally competitive country. International market offers huge opportunity in terms of exponential growth for companies. To tap this opportunity, it is crucial for the company to transform at every level (such as processes, workforce, products, etc) with a global outlook and strategy. It is a long drawn process, but worth the effort as being globally competitive opens up new business opportunities," opines Dr Varadaraj.

According to Jayaraman, the

 **The availability of skilled manpower is uneven across sectors and regions. Addressing the skill gap through targeted training programs is essential to meet the demands of advanced manufacturing.**

- Manish Jhunjunwala,
Executive Director, PwC India

overall business environment in India is becoming more favourable for manufacturers. "Improvements in regulatory frameworks, tax policies, and dispute resolution mechanisms are reducing the cost and complexity of doing business. These changes are making India a more attractive destination for both domestic and global manufacturers," he adds.

Plentiful of opportunities

The Indian manufacturing sector stands at a critical juncture, with several opportunities arising from global shifts and local initiatives. Challenges of capital investment, skill development, and infrastructure enhancement must be addressed to sustain balance. Despite competition from other emerging economies, India's advantages, including a large consumer market and favourable demographics, increase its attractiveness to global investors. Efforts across government, industry, and educational institutions can leverage India's strengths to achieve sustainable growth and assert its position on the global manufacturing map. 

(With inputs from
Sanskriti Ramachandran)

This article is based on the webinar - titled "Can India Build Global Manufacturing Capabilities?" - organised by Smart Manufacturing & Enterprises on June 21.



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URBANISATION BOOSTS ATTACHMENTS MARKET

Rapid urbanisation and infrastructure expansion propel the demand for excavator attachments, driving market growth exponentially.





Urbanisation Boosts Attachments Market



Rapid urbanisation and infrastructure expansion propel the demand for excavator attachments, driving market growth exponentially.

In the expansive realm of construction, efficiency and versatility are paramount. As the Indian infrastructure landscape evolves with rapid urbanisation and ambitious development projects, the demand for advanced construction equipment and attachments has surged. Attachments, once considered mere add-ons, have now become indispensable tools that enhance the capabilities of construction machinery, improving productivity

and operational flexibility across various sectors.

For decades, India's construction sector has been synonymous with labour-intensive techniques and traditional methods. However, in recent years, there has been a notable shift towards mechanisation, driven by the realisation that time, labour, and resources can be optimised more effectively. This transformation has been accelerated by the adoption of attachments for construction

equipment, a trend that is set to redefine how projects are executed in the nation.

Shift towards mechanisation

In India, the market for attachments has witnessed significant growth alongside the expansion of infrastructure projects. Traditionally, the use of attachments was limited to basic tasks like digging buckets for excavators. However, as construction practices have modernised, so too have the attachments. Today, the market offers a plethora of advanced attachments including hydraulic breakers, grapples, augers, compaction plates, and tiltrotators, each tailored to meet specific operational needs.

India's construction industry has long been characterised by its reliance on manual labour. Traditional methods, such as manual excavation and concrete mixing, have been the norm. However, the challenges of a growing population, increased urbanisation, and a demand for infrastructure development have necessitated a change. The introduction of advanced construction equipment, including excavators, loaders, and bulldozers, has been a game-changer, allowing for faster project completion and reducing the reliance on human labour.

However, the true revolution is not just the machines themselves but the plethora of attachments that can be added to these machines. These attachments, ranging from hydraulic hammers for breaking rock to concrete pulverizers for demolition, are transforming the way construction tasks are executed.

The market for attachments in India is dynamic and competitive, with both domestic manufacturers and international players vying for market share. Domestic companies like ACE, Suretech Infrastructure, and JCB India have expanded their product

offerings to include a range of attachments tailored to local requirements. International giants such as Caterpillar, Komatsu, and Volvo Construction Equipment also have a significant presence in the Indian market, leveraging their global expertise to offer advanced attachments with cutting-edge technology.

The competitive landscape is further enriched by specialised attachment manufacturers focusing on niche segments such as demolition, forestry, and landscaping. These players often collaborate with construction equipment OEMs to



Sunil Newatia
Chairman and
Managing
Director, Suretech
Infrastructure,

develop custom solutions that cater to specific industry demands. "Growing urbanisation and industrialisation leading to rapid implementation of infrastructure has raised the demand for excavators, Backhoe loaders and skid steer loaders, which directly affects the growth of the attachments market. Attachments not only facilitate performing jobs which otherwise an excavator cannot do, but also speed up the project execution. Furthermore, an increase in the number of smart city projects and heavy spending by government on infrastructure development is propelling the growth of the attachments market."

"Our product range isn't just extensive; it's a symphony of complementary innovation that includes crusher buckets, screening buckets, shafts screeners, drum cutters, and sorting grapples. Each of these products is meticulously designed and engineered to work with your excavator or backhoe loader and

provide exceptional performance, efficiency, and versatility, aligning with the evolving demands of the Indian market,"

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

QUICK BYTES

- The adoption of attachments will likely increase as construction companies recognise the efficiency gains and cost savings associated with these specialised tools.
- The market for attachments in India is dynamic and competitive, with both domestic manufacturers and international players vying for market share.



Piero Guizzetti,
CEO, MB Crusher
India

Crusher India.

He added, "The star of our installed base in India is the BF90.3 crusher bucket, our flagship crusher bucket across other markets as well that shook up the industry when it was introduced and patented back in 2001. This ingenious attachment for excavators is a force to be reckoned with, transforming inert materials into valuable resources right on the construction site. The BF90.3 crusher bucket's compact design conceals its immense versatility, refined over years of innovation to handle an array of crushing tasks effortlessly. It's designed for the heavyweights, excavators weighing over 21 tons, and its adjustable output size ranges from 20 mm to 140 mm, ensuring a tailored approach to every job."

"On another note, the MB-S18 screening bucket is optimised for efficiently screening a wide array of materials. Its adaptability before or after crushing operations translates



Proper maintenance is essential for the optimal performance and longevity of construction equipment and attachments.

to up to 60 per cent reduction in crushing time. Notably, the MB-S18 screening bucket accommodates the screening of various natural materials like quarry residue, dry soil, and river stone, facilitating on-site processing. It's an indispensable tool for material size optimisation for specific applications. Featuring interchangeable modular panels with holes of varying sizes from 10 x 10 mm to 100 x 100 mm, the MB screening buckets offer versatility to match specific requirements."



Deepak Shetty,
MD and CEO, JCB
India

Says **Deepak Shetty, MD and CEO, JCB India**, "Our telehandlers come with a variety of attachments which makes them versatile. The widely used attachments are a shovel, heavy duty forks, grabs, unloading rake, crane hook - fork mounted, jib crane, grain bucket, cotton bucket, power grab, man platform and drum handlers, etc. Every machine

incorporates the traditional JCB strengths of ruggedness, reliability, structural integrity, performance, visibility and safety. With the use of JCB's purpose-designed attachment range further enhancing the tasks possible, the world-class range of Made in India JCB telehandlers offer exceptional versatility, productivity and reliability for all material handling applications."

Versatility and efficiency unleashed

Attachments add an entirely new dimension of versatility to construction equipment. For instance, a single excavator can now become a multi-purpose tool capable of digging, lifting, demolishing, and even drilling. This level of flexibility has the potential to streamline construction projects significantly. Contractors no longer need a separate machine for each specific task, reducing the overall equipment costs and project timelines.

Take, for example, a major urban

development project in Mumbai. A few years ago, the construction team would have required a fleet of specialised machines and a small army of workers to excavate, clear, and prepare the land. Now, with the introduction of versatile attachments, a single excavator can handle all these tasks, significantly reducing the project's budget and the environmental impact.

Training: The need of the hour

To maximise the productivity of attachments it may be important to quickly switch between them. If the job site requires the equipment to perform different tasks ensure you get the right coupler. The right quick attach system (coupler) can decrease downtime when switching attachments. Quick attach systems can save 30 minutes to two hours depending on how the traditional attachment system was designed. Couplers can reduce operator fatigue – they will be able to focus on the



POWER WHERE IT MATTERS

POWER WHERE IT MATTERS.

The Ammann ARS 110.2 Soil Compactor delivers the highest applied force to the ground when compared to competitive products. And that's just the start. The 11-tonne machine provides:

- Varied amplitude settings that make it a great fit for multiple applications
- Rear-axle concept that enables unmatched stability, gradeability, traction and visibility
- An intuitive, reliable dashboard that helps even inexperienced operators succeed
- An optional, easy-to-install padfoot shell kit that offers deep penetration when needed

You'll also see cost savings after the purchase thanks to a fuel-efficient engine, durable components and accessible service points that enable quick maintenance.

The ARS 110.2 is built in India – especially for the Indian market.

tasks of the job site instead of attaching and detaching specialty attachments. Many machines available today come standard with quick attach couplers. However, older machinery can also be retrofitted with these new couplers. When retrofitting ensure the system is both lightweight and made of high-quality steel and materials. These tips keep your fleet dynamic and productive, improving the return on your investment.

Said the CEO of MB Crusher, “At MB Crusher, our unwavering dedication revolves around delivering a holistic training and support experience to our esteemed clientele. This encompasses a dual focus on technical proficiency and maintenance know-how, both pivotal for optimising equipment utilisation and performance. To facilitate seamless engagements, we proudly present a specialised service team, diligently operational round-the-clock to provide on-site customer support, assuring immediate assistance whenever required. Our commitment transcends the point of purchase, resonating through the entire equipment lifecycle, as we remain steadfast in propelling our customers towards sustained success.”

Proper training is extremely important. Training increases productivity and safety for both the equipment and the operators. The difference between a trained and an untrained operator on a new piece of machinery can be staggering. Often, new equipment has special systems to improve performance and productivity specifically designed for certain conditions. Attachments can have their own parameters for maximum efficiency and it is important to understand these before application.

Proper maintenance

Proper maintenance is essential

for the optimal performance and longevity of construction equipment and attachments. Follow the manufacturer’s recommended maintenance schedule and keep the machine or tool clean and well-lubricated.

In conclusion, using construction equipment and attachments requires proper knowledge, skill, and caution to prevent accidents and injuries on the job site. By reading the manual, inspecting equipment, using the right attachment, using personal protective equipment (PPE), avoiding overloading, and proper maintenance, workers can use construction equipment and attachments safely and efficiently.

There are many different types of construction attachments that can help to improve the efficiency of your projects. Let’s take a look at some of these attachments and their benefits.

- **Sweepers:** Mechanical broom sweepers are ideal for multiple purposes. Sweepers can help to remove packed-down dirt and debris found on construction sites, off-load debris into a dump truck, and prevent excessive dust that pollutes the air.
- **Buckets:** Construction buckets offer low backplates for improved operator visibility as well as a rounded interior for better fill-and-dump performance.
- **Couplers:** Couplers typically allow more rapid change of buckets and attachments on machines. This gets rid of the use of hammers to drive out and insert the mounting pins for attachments manually.
- **Forks:** Forks are often used to lift heavy pallets or shipping containers, helping to streamline processes on construction sites.
- **Grapples:** A grapple is an attachment that can be mounted to a tractor or excavator.

Typically, it is used on a tractor with a movable arm so that it may lift, extend/retract, and move from side to side. Some machines have a separate control to rotate the grapple.

- **Hammers/Breakers:** A breaker is a type of percussion hammer that is fitted to an excavator and used to demolish concrete structures or rocks. It is typically powered by an auxiliary hydraulic system, which is also fitted with a foot-operated valve for this purpose.

The future is attachment-driven

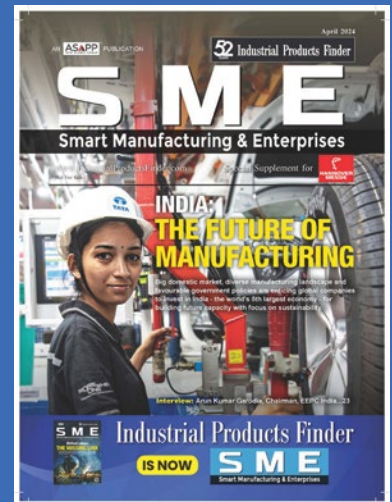
Looking ahead, the market for attachments in India is expected to continue its upward trajectory fuelled by ongoing infrastructure projects, urbanisation trends, and technological advancements. The adoption of attachments will likely increase as construction companies recognise the efficiency gains and cost savings associated with these specialised tools.

Moreover, sustainability concerns and the emphasis on reducing carbon footprints are likely to drive demand for attachments that promote energy efficiency and environmental stewardship. Manufacturers that can align with these trends and offer eco-friendly solutions will be well-positioned for future growth.

In conclusion, the market for attachments in India represents a dynamic and evolving landscape shaped by infrastructure development, technological innovations, and changing industry dynamics. As construction practices evolve, attachments will play an increasingly pivotal role in enhancing productivity, efficiency, and operational versatility across the sector, driving the next phase of growth in India’s construction equipment market.



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Driving Energy Efficiency

ABB India's latest milestone underscores its sector leadership and the crucial role of advanced motor technologies in driving national energy savings.





In a landmark achievement for sustainability in Indian industries, ABB India's Motion business has redefined energy efficiency with its IEC low voltage (LV) motors, saving an impressive 500 gigawatt hours (GWh) of energy over the past five years. This accomplishment not only highlights ABB's leadership in the sector but also underscores the pivotal role of advanced motor technologies in driving significant energy savings across the nation.

Sanjeev Arora, President of Motion Business at ABB India, emphasises the transformative impact of these high-efficiency motors. He said, "ABB India's IEC LV



Sanjeev Arora,
President of
Motion Business
at ABB India,

motors are not just enhancing industrial processes; they are leading the charge towards energy efficiency in Indian industries. Our commitment to providing innovative motion solutions is helping industries achieve their sustainability goals while optimising operational performance."

The adoption of higher efficiency motors, particularly IE3 and IE4 standards, has been propelled by regulatory shifts such as the Minimum Energy Performance Standards (MEPS) implemented in 2018. Arora explains the technological superiority: "IE3 motors offer approximately 20 per cent lower losses than IE2, and IE4 motors further reduce losses by another 20 per cent. This technological advancement translates directly into substantial energy savings and operational cost reductions

for industries."

ABB's dedication to sustainability extends beyond product innovation to encompass their manufacturing practices. Their facilities in Bengaluru and Faridabad are not only green certified but also showcase a remarkable 31 per cent reduction in scope 1 and 2 greenhouse gas emissions compared to their 2019 baseline.

Highlighting their holistic approach, Arora said "By integrating solar power and achieving high levels of waste diversion, ABB India is demonstrating its commitment to environmental preservation and resource efficiency."

Collaborations with industry leaders like Witt India illustrate ABB's broader impact on infrastructure safety and efficiency. ABB's smoke extraction motors, integral to Witt

Efficiency standards

- Motors categorized as IE1 or IE2 are comparatively low in efficiency
- ~ 85% of the current installed stock of motors in India are at IE1 or sub-IE1 levels
- The IE4 standard specifies energy losses about 15% - 20% lower than IE3
- IE5 “ultra-premium efficiency” is the highest level of motor efficiency

International Efficiency (IE) standards stipulate the energy efficiency of low voltage AC motors. These IE codes serve as a reference for governments who specify the efficiency levels for their minimum energy performance standards.



1. The IE5 class has not been specified in the standard yet, but some manufacturers have already developed motors that will be compliant

India's tunnel ventilation systems, play a crucial role in ensuring safe and efficient tunnel operations across key infrastructure projects nationwide.

Underscoring the significance of their technological contributions, Arora said “Our smoke extraction motors not only comply with stringent

safety standards but also enhance operational efficiency, contributing to safer commuting experiences for thousands of travellers.”

ABB remains at the forefront of global efforts to advance energy efficiency standards. “ABB actively engages in setting and promoting

higher energy efficiency standards globally, ensuring our products exceed regulatory requirements and deliver superior performance.”

As ABB continues to innovate and expand its portfolio, the company's vision for the future is focused on leveraging emerging technologies. “The integration of IoT and AI will further revolutionise energy management, enabling smarter, more adaptive industrial processes. ABB is poised to lead this transformation, leveraging our deep domain expertise and technological prowess,” he said.

ABB India's Motion business exemplifies a commitment to technological excellence and energy efficiency that transcends industry standards. Their journey signifies not only technological advancement but also a steadfast dedication to shaping a sustainable future for India and global markets alike. As they continue to innovate and collaborate, ABB India remains a beacon of progress in driving energy efficiency and sustainability across industrial landscapes.



Collaborations with industry leaders like Witt India illustrate ABB's broader impact on infrastructure safety and efficiency.





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CASE STUDY: MOBIL™

Lubricating India's Mining for Higher Efficiency

One of India's mining giants sought a strategic solution from Mobil™ to optimise their equipment performance and minimise maintenance disruptions.

India's mining industry powers the country's industrial engine. With more than 1,300 mines, from metallic to non-metallic mineral extraction, the sector contributes tremendous value to the national economy. Providing essential raw materials for all core industries, the mining sector has played a foundational role in accelerating the nation's growth.

Endowed with vast metallic and non-metallic resources, the country is charting a new course in strengthening the mining industry through a slew of policies that foster the sector's long-term growth. Most recently, the Union Cabinet approved an amendment to the Mines and Minerals (Development and Regulation) Act, 1957, specifying royalty rates for 12 critical minerals such as beryllium, cadmium, cobalt and others that play a pivotal role in driving the growth of industries such as defense, electronics and renewable



energy. The concerted drive to shore up the prospects of the mining sector has also yielded strong dividends to the national economy. According to estimates, the production of metallic

minerals increased from \$6.96 billion in 2018 to \$12.88 billion in FY2023, while FDI investments in the metallurgical industry increased from 2000 to 2023 to \$17.46 billion.

According to estimates, machinery downtime can cost up to over \$1,000 per hour, impacting not just production cycles but also overall financial bottom lines. The need to ensure that every machinery is operating to its fullest and most optimal performance is therefore a strategic imperative, in addition to the mining sector needing to embrace technological innovations across the value chain – from adopting innovative techniques such

KEY TAKEAWAYS

- Mobil™'s specialised lubricants and services address the pressing need for enhanced equipment performance and reduced maintenance disruptions in India's mining sector.
- Success stories, such as the strategic intervention with a leading mining entity resulting in significant productivity gains and cost savings for the company, showcasing Mobil™'s technological expertise.
- Mobil™'s new campaign, 'Fill with Mobil™,' symbolises a commitment to expertise, collaboration, and trust, ushering in a future where industry stakeholders work together for superior performance.

as in-pit crushing, conveyerisation, automation and digitisation.

As multiple mining projects are underway, the efficient use of reliable machinery becomes imperative for successful project completion. Consequently, the application of appropriate lubricants is vital to ensure optimal performance and longevity of equipment. Proper lubrication plays a key role in minimising friction, wear, and heat generation, ultimately improving machinery performance and lifespan. While the opportunities are robust, productivity losses due to machinery downtime continue to be a persistent challenge, which can stifle the sector's full potential.

Mobil™: A leading solution provider for lubrication needs

Mobil™, a premium lubrication brand, offers an extensive range of lubricants specially formulated for heavy machinery and equipment used in mining projects. These lubricants contribute significantly to enhancing the efficiency and performance of engines, gears, and hydraulic systems. They ensure smooth operation, reduce attrition, and extend the lifespan of machinery, thereby minimising downtime. This, in turn, leads to increased productivity and cost savings for mining companies. In addition to providing high-quality lubricants, Mobil™ also extends technical expertise and support to mining industry, collaborating with professionals to understand their unique needs and challenges. This collaborative approach facilitates the development of customised solutions and recommendations, optimising equipment performance and maintenance practices.

Mobil™ is a solution-oriented company that offers a comprehensive portfolio of lubricants tailored specifically for the mining sector. Its

range of key offerings includes hydraulic oils, heavy-duty engine oils, gear oils, and greases designed to meet the demanding requirements of equipment. In addition to its innovative product offerings, it offers excellent services to provide end-to-end solutions for lubrication needs.

A service partner with expertise in machine maintenance understands the unique requirements of aging equipment and can develop maintenance plans that consider the specific needs of older machines. Here, Mobil™ is leading the way by providing a holistic lubrication experience that encompasses superior products along with quality servicing solutions such as Mobil™ Lubricant Analysis (MLA) programme which provides guidance in state-of-the-art used oil analysis service and has been designed specifically to simplify the

lubrication monitoring process, increase reliability of equipment and lower maintenance costs.

Success story of Mobil™'s solutions for a leading mining player

One of India's mining giants, offering composite services for core mineral extraction and civil construction, sought a strategic solution from Mobil™ to optimise their equipment performance and minimise maintenance disruptions. The company was experiencing frequent scheduled maintenance, which led to operational challenges such as high equipment downtime, increased maintenance costs and loss of productivity. Their plant was using a lithium soap-based grease to lubricate excavator bush pin applications. This caused a lower

Usage of Mobilgrease XHP™ 462 Moly



4% increase in productivity



3X increase in greasing interval



3X reduction in maintenance cost due to lower grease consumption and activity



Save up to ₹17.5 lakhs annually



re-greasing interval after every eight hours of operation causing low equipment availability and high man-machine interaction. The frequency of scheduled maintenance and the equipment downtime pointed to an operational challenge that needed quick intervention that was not just a quick fix but one designed to ensure seamless operations both swiftly and for the long-term.

Optimising operations: Mobil's Impact

Mobil™ Field Engineering Services team conducted an in-depth application assessment study to review the problem and propose solutions that addressed the needs of the customer. Team recommended Mobilgrease XHP™ 462 Moly, part of the acclaimed Mobilgrease XHP™ 460 Series for enhanced productivity and profitability.

Post the successful implementation of the recommended solution at the mining site, the customer experienced significant benefits like four per cent productivity increase, 3X increase in greasing interval, and 3X reduction in maintenance cost due to lower grease consumption and activity. Overall, it helped the customer in making annual savings of ₹17.5 lakh.*

About Mobilgrease XHP™ 460 greases

Mobilgrease XHP™ 460 greases are extended service lithium complex greases intended for a wide variety of heavy-duty applications and operating conditions. These greases are designed to outperform conventional products by applying high performance proprietary lithium complex manufacturing technology. They are formulated to provide excellent high



These are extended service lithium complex greases intended for a variety of heavy duty applications and operating conditions.

temperature performance with excellent adhesion, structural stability and resistance to water contamination. These greases have a high level of chemical stability and offer excellent protection against rust and corrosion.

Advancing productivity with Mobil™

The advanced technology and innovation that Mobil™ brings by designing products that protect equipment operating under severe conditions, such as loads and pressures, frequent starts and stops, wide operating temperature ranges and contamination. Bringing a legacy of 150 years and with a mission to 'Advancing Productivity,' the high-performance Mobil™ products help deliver operational safety, reduce environmental impact and improve productivity.

Mobil™ recently launched its new campaign, 'Fill with Mobil™', which celebrates expertise, collaboration, and pride. We enjoy a heritage of 150+ years of experience,

100+ years of collaboration with OEMs, having 35,000+ OEM endorsements. The OEMs trust us to maximise their equipment's efficiency and reliability.

We also deeply value our customers' operational expertise. By combining Mobil's lubrication and application knowledge with our customers' business insights, we help them exceed their performance. This campaign reflects our commitment to collaboration and innovation with our ecosystem partners.

Committed to industry innovation, Mobil is actively engaged in the development of innovative lubrication solutions products that not only meet but exceed the evolving needs of key industries and customers. Through a comprehensive range of intelligent services, cutting-edge lubricants, and a focus on seamless technological integration, Mobil is driving the industry's evolution toward a future marked by assured profitability, performance, and productivity.

*This Proof of Performance is based on the experience of a single customer. Actual results can vary depending upon the type of equipment used and its maintenance, operating conditions and environment, and any prior lubricant used. For more information on other Mobil™ –branded industrial lubricants and services, contact your local ExxonMobil representative. *Visit mobil.com/industrial to learn how certain Mobil-branded lubricants may provide benefits to help reduce environmental impact. Actual benefits will depend upon product selected, operating conditions and applications.

For more information, visit www.mobil.in/business

(Exxon Mobil Corporation has numerous affiliates, many with names that include ExxonMobil, Exxon, Esso and Mobil. For convenience and simplicity, those terms and references to "corporation", "company", "ExxonMobil", "EM", and other similar terms are used for convenience and may refer to one or more specific affiliates or affiliate groups.)



Gates Invests to Establish Gates Global Technical Centre in Punjab



Gates Corporation, a leading global provider of application-specific fluid power and power transmission solutions, announced it is establishing a Gates Global Technical Centre in Lalru, Punjab. The foundation stone laying ceremony for this milestone project was held on June 13th, with Dr Thomas Strong Moss, Senior Vice President of Innovation, Gates Corporation and Rajesh C Bhandari, Senior Managing Director, Gates India, leading the event.

This initiative marks a major step for Gates in India, highlighting the company's commitment to the region as a centre for talent and R&D excellence. By setting up this cutting-edge facility, Gates aims to enhance its capabilities in innovation to deliver advanced solutions to its global customer base.

Dr Moss expressed his enthusiasm for the project, stating, "We are excited to establish the Gates Global Technical Centre in Lalru. This new Technical Centre reflects our confidence in India

as a talent hub and R&D centre. This investment will strengthen our presence in India and drive innovation to benefit customers worldwide."

The Gates Global Technical Centre will serve as a hub for collaboration and innovation, fostering partnerships with local institutions and industry stakeholders to address engineering challenges and drive breakthroughs.

(Communication from the management of the company)

Ammann Acquires Volvo CE's ABG Pavers

Ammann Group has finalised its acquisition of the ABG paving product line from Volvo CE.

"ABG is a strong brand that we're proud to welcome to Ammann," said **Hans-Christian Schneider, CEO of Ammann**. "We will continue to build on ABG's exceptional product line and reputation and provide complete roadbuilding solutions for the industry."

The transaction includes the transfer of Volvo CE's paving businesses in Linyi (China) and Bengaluru (India) as well as Volvo CE's ABG facility in Germany.

ABG pavers and screeds will continue to be produced at the facility in Hameln. Ammann Group's production facilities in Mehsana, India; and Suzhou, China will also begin production in the near future. As a part of the transaction, Ammann will retain the ABG brand name. "The ABG brand is synonymous with quality in the industry and aligns perfectly with Ammann's history in asphalt compaction," said **Bernd Holz, Executive Vice President at Ammann**.

Established as a construction equipment repair shop in 1945, ABG has evolved into one of the most recognised paving brands globally. Demonstrating its ongoing innovation, ABG recently introduced a new electric paver at INTERMAT 2024 in Paris.

"This synergy elevates our capability to provide comprehensive, cutting-edge road construction equipment solutions across India and the globe. It strategically positions us to cater



to India's burgeoning infrastructure needs that are critical towards building a strong base for sustainable economic growth. With ABG's strong product portfolio, we shall intensify our delivery of high-performance paving products that align perfectly with our history of excellence in asphalt paving and compaction," said **Dheeraj Panda, MD, Ammann India**.

Ammann will leverage its industry knowledge to guide the development of the pavers, with ABG in Hameln (Germany) becoming the Centre of Excellence for paving operations within the Group.

The range of paving products offered is extensive, starting from a basic screed width of 1.5 m to 13 m paving width which are used for job sites such as Airports and Highways. Both fixed and Variomatic screeds are available and they are suitable for various materials, including asphalt, roller-compacted concrete, graded mineral mixes, and railway ballast.

"In addition to our smallest and largest pavers, we have several other models to meet the unique needs of every customer," Holz said.

The Ammann ABG pavers product range is recognized for their advanced technology, ease of operation, reliability and build

quality. They are designed to minimise fuel consumption, reduce emissions and operate quietly. Both tracked and wheeled pavers are available.

The ABG screeds are also key differentiators – and have been throughout the company's nearly 80-year history. "The screeds have consistently raised the bar in the asphalt industry, a tradition that continues to this day," Holz said.

ABG provided the first hydraulically adjustable, high-compaction screed on the global market. Recent advances include the e+ screed heat system, which can save 30 minutes of warmup time each shift while also reducing CO₂ emissions.

Today's screeds include a single or double tamper, optional hydraulically controlled end gates, an advanced quick-coupling system for easy extensions, and special profile capabilities. The double tamper technology delivers a 5 to 7 per cent higher degree of compaction and can achieve up to 98 per cent Marshall density.

Variomatic screeds can pave at widths up to 10 m and come with a range of compaction systems. They are adaptable to different project types, from cold mixes to hot mixes and special profiles. The electrically heated Variomatic screeds are easily extended to more than double their basic width.

The pavers, along with a wide range of light and heavy compaction equipment, are available through Ammann's extensive dealer network.

(Communication from the management of the company)

TIL Reachstacker: Tested to the Limit



are built equal and today we will briefly talk about the tough to its core, Hyster TIL reachstacker. Especially since TIL follows some of the most stringent international test protocols. Built to last and move fast this state of art machine, is made in India for the world by TIL.

Motion & Speed Testing

Motion and speed testing is conducted both in laden and unladen conditions on a specially designed test track. Braking efficiency in accordance to International Standards is verified through GPS enabled instruments.

Swift movement of goods is the lifeblood of the global economy and reachstackers play a pivotal role. These versatile workhorses are specialised vehicles most used in ports and container yards to lift and transport shipping containers over short distances. Reachstackers have telescopic booms that can extend and retract to reach containers stacked several rows deep.

But not all Reachstackers



Load and overload testing

Static and dynamic overload testing is done to check the overall stability of the machine. Load lifting test comprises of five high stacking as per load chart. The load lifting speeds are also measured for optimum performance. Hydraulic parameters are recorded through eight-channel data loggers. Special demonstrations are provided to customers on requests.

The Hyster-TIL reachstacker with its legendary toughness and a legacy of dependability and reliability is transforming the way the world moves material from port to home.



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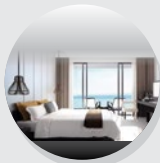
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JK Tyre launch next-gen tyres for CVs

Indian tyre major and leader in Truck Bus Radial tyres, JK Tyre & Industries, introduced an advanced range of tyres designed to meet the evolving needs of the transportation sector. JK Tyre plans to further strengthen its Truck & Bus Radial range with four new variants: JETWAY JUM XM, JETWAY JUC XM, JETSTEEL JDC XD, and the revolutionary JETWAY JUXe for electric buses. The expansion of its product portfolio underscores JK Tyre's dedication to providing advanced, high-performance solutions that



combine superior performance, economic benefits, and environmental responsibility.

These new tyres mark a significant milestone for JK Tyre and its

commitment to driving sustainable mobility solutions. By delivering tyres that enhance performance, operational efficiency, cost savings and sustainability, JK Tyre continues to lead the way in revolutionising India's transportation landscape.

Speaking at the launch, **Anuj Kathuria, President (India), JK Tyre & Industries**, said, "As a leader in this category, we have a deep understanding of the segment and feel a responsibility to introduce sustainable solutions with advanced technology."

ABB India and Witt India partner to enhance safety and efficiency



ABB India in collaboration with Witt India, a manufacturer in tunnel ventilation systems, is setting new benchmarks in tunnel ventilation technology. Harnessing its extensive domain expertise, ABB's cutting-edge smoke extraction motors are successfully deployed for tunnel safety and reliability across India's critical infrastructure development projects. This collaboration aims to contribute towards infrastructure development ensuring safer and more efficient journey for commuters through India's road tunnels. These smoke extraction motors power Witt India's Banana® Jet Fans and are integral to tunnel ventilation systems providing essential functions such as airflow management, smoke control, pollutant dispersion, etc.

BorgWarner announces appointment of Joseph Fadool as COO

BorgWarner Inc. announced that **Joseph Fadool, current Vice President of BorgWarner** and President and GM, Emissions, Thermal and Turbo Systems, has been promoted to Executive Vice President and Chief Operating Officer of BorgWarner Inc., effective July 1, 2024. As Chief Operating Officer, Mr. Fadool will be responsible for the



operations of the Company with the business unit presidents reporting to him. Fadool will report to **Frédéric Lissalde**, President and CEO. Fadool said, "I'm honored to become Chief Operating Officer at this important time in our company's work to accelerate the world's transition to advanced mobility solutions."

Wipro 3D, Nikon SLM tie-up

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



The partnership brings together Nikon SLM Solutions, renowned for its wide portfolio of integrated metal additive manufacturing solutions with Wipro 3D's deep expertise and established presence in the Indian market. **Pratik Kumar, CEO, Wipro Infrastructure Engineering (WIN) & MD, Wipro Enterprises** said, "We are very pleased to embark on this strategic partnership between Wipro 3D and Nikon SLM Solutions, which underscores our commitment to driving innovation and excellence in Additive Manufacturing in India."

Dana India drives community eco initiatives

In a bid to revitalise local ecosystems and support community wellbeing, Dana India has accomplished two CSR initiatives at Charal and Gokulpra in the Sanand region of Gujarat. These projects, focused on critical water resources, exemplify DANA's commitment to environmental stewardship and improving the quality of life for residents.

The first project involved the cleaning and rejuvenation of a pond in Charal Village, aimed at enhancing water quality and ecosystem restoration for the 3,500 villagers.

Bridgestone highlights role of Telematics and Artificial Intelligence in MEA region

Bridgestone MEA, a global leader in tyres and sustainable mobility solutions, highlighted the future prospects of fleets in the Middle East during its participation in the Fleet and Mobility Summit. The event convened industry experts to shed light on vital topics linked to the industry including sustainable practices, digital transformation and the evolving landscape of urban mobility.

Currently, the Middle East region is accelerating its efforts to capitalise on global industry trends, especially in the



fields of sustainability and digitalisation, by leveraging its robust infrastructure. Amid current industry developments, Bridgestone MEA, during its participation, underscored the region's vast potential and commitment to proceeding with the future of fleet management.

JK Tyre, EKA Mobility partner to provide mobility solutions

JK Tyre & Industries has joined forces with EKA Mobility, a leading player in the electric mobility sector with Mitsui (Japan) and VDL Groep (Netherlands) as equity partners.

This collaboration further solidifies JK Tyre's position as the industry leader in providing connected mobility solutions, a first-of-its-kind cloud-based monitoring system. The company provides comprehensive tyre management through their mobility



solutions program. The long-term agreement was signed in Pune by

Sanjeev Sharma, AVP, Fleet Management & Mobility Solutions, JK Tyre and Vijaykumar Yelne, President of EKA Mobility.

For EKA's fleet, JK Tyre will provide its new generation of EV tyres with Connected Tree Sensors for real-time monitoring. A dedicated team of experienced professionals has been deployed by JK Tyre to provide round-the-clock support at the depots, as well as en route assistance.

Altair added to S&P MidCap 400

Altair, a global leader in computational intelligence, was added to the S&P MidCap 400 by S&P Dow Jones Indices effective before the open of trading on June 24.

"Being added to the S&P 400 represents a significant milestone in Altair's journey as a public company," said James R Scapa, Founder and Chief Executive Officer of Altair.

The S&P 400 serves as a benchmark for mid-sized companies. The index is designed to measure the performance of 400 mid-sized



companies, reflecting the distinctive risk and return characteristics of this market segment. Altair is a global leader in computational intelligence that provides software and cloud solutions in simulation, high-performance computing (HPC), data analytics, and AI.

JK Tyre receives ISCC Plus certification

JK Tyre & Industries has been recognised as the first tyre manufacturer in the country to receive the prestigious International Sustainability & carbon Certification (ISCC) Plus for its Chennai plant. This certification underscores the company's commitment to integrating sustainability into the manufacturing processes and promoting an environmentally conscious future.

New Universal Class Pavers for the Indian Market



The SUPER 1900-3 G-Tier and SUPER 1900-3 P-Tier from Voëgele – versatile road pavers, each with a different range of functions. Both models are equipped with a powerful, low-emission engine and are equally suitable for motorway projects and for constructing rural roads.

The cost-efficient, heavy-duty SUPER 1900-3 G-Tier tracked paver and the powerful, advanced SUPER 1900-3 P-Tier paver. Both pavers are designed specifically for the Indian market and offer users particularly straightforward operation, each with a different range of functions.

Joseph Voëgele AG is launching two new pavers on the Indian market: the cost-efficient SUPER 1900-3 G-Tier with the ErgoBasic operating concept and the advanced P-Tier version of the SUPER 1900-3 with the expanded ErgoPlus 3 operating concept plus extra convenience functions. Both pavers have a laydown rate of up to 1,000 t/h, and their rugged material handling components enable them to pave asphalt mixes and abrasive materials such as cement-treated base (CTB) efficiently and in high quality.

Modern Drive Technology with low emissions

Voëgele's modern drive concept is adapted to the wide range of uses of multifunctional pavers. Both are powered by a high-performance six-cylinder diesel engine rated at 145 kW and meet the strict emission standards of CEV Stage V.

The engine features an ECO mode which reduces nominal speed from 2,000 rpm to 1,700 rpm, cutting operating costs and noise emissions to a significant extent. All the drive components, from the diesel engine to the hydraulic system, operate with maximum efficiency. The SUPER 1900-3 P-Tier is furthermore equipped with the Voëgele EcoPlus low-emissions package which reduces emissions further and cuts fuel consumption by as much as 25 per cent.

Optimum Material Management

A continuous flow of mix is key to ensuring uninterrupted, high-quality paving, which is why Voëgele attaches such importance to professional material management when designing its pavers. It is also essential when the

new pavers are used for roadbase applications.

The long, extended hopper with a capacity of 15 t permits fast unloading of trucks, whilst its powerful conveyor system (longitudinal, lateral) delivers a high throughput rate and continuous material flow.

Easy operation

Like all machines from this road paver manufacturer, the new models are also particularly easy and intuitive to operate. All Voëgele pavers and material feeders are based on the same operating logic, making it easy to switch both machine and operator. The SUPER 1900-3 G-Tier provides users with the clear ErgoBasic operating concept, including all the key functions necessary for high-quality paving.

The SUPER 1900-3 P-Tier is equipped with the expanded ErgoPlus 3 operating concept which provides operators with additional functions and an especially convenient operator's platform – as well as safe working with perfect all-round visibility.

Tracked Lifts Unveils New TL 13.80 with Three Power Modes

Tracked Lifts has rolled out its new TL 13.80 tracked aerial lift, designed for facility maintenance, landscaping, tree care and more.

Powered by a 10-horsepower Honda gas engine coupled with a 24-volt lithium-ion hybrid power battery, the TL 13.80 can be used in three power modes – electric, hybrid or gas – for indoor or outdoor applications. It has a working height of 44 feet, a maximum outreach of 25 feet 7 inches, and a 440-pound basket load capacity.

For greater versatility, the TL 13.80 comes equipped with an articulated

boom with a fly jib and 360 degrees of rotation.

Air/water and 110-volt electric outlets are available in the basket. The unit can be operated from the basket or the ground via a wireless remote control. Additionally, it offers proportional speed control for both drive and aerial movements.

The variable-width undercarriage can be reduced to 2 feet, 6 inches in transport mode to fit through a standard 36-inch door. At full width, the tracks are 3 feet, 3 inches wide. The TL 13.80 automatically self-levels



on uneven ground.

At 3,638 pounds, the TL 13.80 can be hauled with a three-quarter-ton pickup, with no CDL required.

Advanced safety features, from overload sensors to automatic descent systems, protect operators and bystanders.

Deere's New Skid Steers, CTLs

Built upon the legacy of its popular G-Series machines, Deere has added five new large-frame compact loaders to its P-Tier lineup: the 330 and 334 P-Tier skid steer loaders and the 331, 333 and 335 P-Tier compact track loaders.

The redesigned models come equipped with a brand-new one-piece cab design with premium options, new technology capabilities, and increased operating power.

Designed to pair with the new loaders, Deere also debuted three new attachments, including the CP40G Cold Planer and MK76 and MH72D Mulching Heads, as well as enhancements to the Quick-Tatch coupler system.

Deere has completely redesigned the cabs on the new P-Tier models, giving operators more space and a quieter environment. The “one-piece cabs” are sealed, pressurized, and isolated from the frame, resulting in



reduced outside noise and better protection from the elements. They also feature a new premium heated and ventilated seat.

An 8-inch touch-screen display comes standard on the 334 and 335 P-Tier and as an option on the full P-Tier line-up.

Machine settings and information can be accessed and customised to operator preferences on the display, including hands-free Bluetooth and Onboard Grade Indicate. OnBoard Grade displays the cross-slope and main-fall of the machine in either degrees or percent and allows operators to use a relative benchmark

to assist in holding a desired grade.

The optimised joystick controllers feature “easy to reach and adjustable controls that offer personalised setup.”

The new 25 Button SSM puts all functions in one spot, eliminates rocker switches, and makes it easier to quickly make machine adjustments while operating, Deere says.

The tilt-up cab offers ground-level access to the engine, drivetrain and undercarriage, allowing a single operator or technician to work on the machine by raising the boom and enabling the in-cab mechanical lockout system. Cab modifications have increased visibility by 20 per cent over G-Series loaders with improved sightlines out the front, sides and rear of the machine. The 333 and 335 P-Tier loaders can be equipped with SmartGrade Ready, including 2D grade control or 3D SmartGrade with Topcon.



BACKHOES



1 | Nagar Nigam Greater Jaipur

Details: Tenders are invited for supply of backhoe excavator loader machine supply work for municipal corporation works.

Submission date: 4 July 2024

Location: Jaipur, Rajasthan | **Tender value (₹):** 42,000,000

Contact: Deputy Commissioner Garagae Greater, Pandit Deendayal Uppadhyay Bhawan, Lalkothi Tonk Road, Jaipur, Rajasthan

CONVEYORS



2 | Adani Electricity Mumbai

Details: Tenders are invited for supply of major components of wagon tipplers apron feeders and scraper conveyors for ADTPS.

Submission date: 3 July 2024,

Location: Ahmedabad, Gujarat | **Tender value (₹):** 4,0690,000

Contact: Adani Corporate House, Shantigram, Near Vaishno Devi Circle, S. G. Highway, Khodiyar, Ahmedabad, Gujarat. <https://www.adanielectricity.com/>

3 | Adani Electricity Mumbai

Details: Tenders are invited for supply of conveyor belts 1,200 mm and 1,800 mm belt width for ADTPS.

Submission date: 3 July 2024

Location: Ahmedabad, Gujarat | **Tender value (Rs):** 13,070,000

Contact: Adani Corporate House, Shantigram, Near Vaishno Devi Circle, S. G. Highway, Khodiyar, Ahmedabad, Gujarat. <https://www.adanielectricity.com/>

CRANES



4 | Oil And Natural Gas Corporation

Details: Tenders are invited for inspection load testing certification of cranes mounted on truck mounted coil tubing unit lorry loaders EOT Crane other lifting tools tackles by Govt Authorised Competent Person Agency

Submission date: 4 July 2024 | **Location:** Ahmedabad, Gujarat | **Tender value (₹):** 2,456,760

Contact: General Manager (F&A), I/C Cash & Bank, Office of I/C P&C, WSS, Chandkheda, Ahmedabad-380005, Gujarat

5 | National Hydroelectric Power Corporation

Details: Tenders are invited for upgradation and refurbishment of EOT cranes of Uri Power Station.

Submission date: 1 July 2024

Location: Faridabad, Haryana | **Tender value (₹):** 82,128,000

Contact: General Manager (E), Contracts (EnM)-III, 2nd Floor, Jyoti Sadan, NHPC Office Complex, Sector-33, Faridabad- 121003, Haryana

6 | Bhabha Atomic Research Centre

Details: Tenders are invited for detailed design, submission of design calculations, drawings, manufacture, testing at manufacturer premises, delivery, erection, commissioning, performance prove-out and load testing at site for two tonne capacity double girder gantry crane.

Submission date: 5 July 2024

Location: Kalpakkam, Tamil Nadu

Tender value (Rs): 4,600,000

Contact: General Manager, INRP(K), 608 Building, BARC, Kalpakkam, Tamil Nadu

7 | South Eastern Railway

Details: Tenders are invited for annual maintenance contract of EOT cranes along with testing and certification at ELS/SRC, S.E. Railway for a period of two years.

Submission date: 3 July 2024 | **Location:** Kolkata, West Bengal

Tender value (₹): 4,087,521

Contact: Sr. Divisional Electrical Engineer, Traction Rolling Stock(TRS), Kolkata, West Bengal

DUMPERS**8 | Indore Municipal Corporation**

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

Submission date: 11 July 2024

Location: Indore, Madhya Pradesh | **Tender value (₹):** 86,400,000

Contact: Executive Engineer, Palika plaza phase -II, 1st Floor, Indore, Madhya Pradesh.

T: 0731-2530283, jankaryavibhag2@gmail.com, www.imcindore.org

EARTHMOVERS**9 | Western Railway**

Details: Tenders are invited for hiring of earthmoving equipment, material handling equipment cranes (per hour basis) - material handling equipment; fork lift; up to five years.

Submission date: 4 July 2024

Location: Mumbai, Maharashtra | **Tender value (₹):** 1,592,967

Contact: Chief Work Shop Manager, Carriage Repair Work Shop, M.N. Joshi Marg Lower Parel, Mumbai-400013, Maharashtra

EXCAVATORS**10 | Public Health Engineering Department**

Details: Tenders are invited for supply of services of hydraulic excavator of 1 cu m bucket on hire charges basis (including fuel charges along with the operator for tawi works and allied works at Sitlee.

Submission date: 4 July 2024 | **Location:** Jammu, Jammu and Kashmir

Tender value (₹): 3,200,000

Contact: Executive Engineer, Jal Shakti, PHE City Division No. I, Jammu, Jammu and Kashmir

11 | Mangalore Refinery & Petrochemicals

Details: Tenders are invited for Supply of wheel loader tipper excavator with operator total amount in rs above or below sor value including gst as per annexureb of boq

Submission date: 3 July 2024

Location: Mangalore, Karnataka | **Tender value (₹):** 15,730,592

Contact: Naveen Chandra, Refinery Division, Kuthethoor, Mangalore-575030, Karnataka.

Mob: 08242882758

12 | Central Railway

Details: Tenders are invited for replacement and stacking of broken/notched and released sleepers in yard using eight tonne tracked excavator under Sr. DEN(S) jurisdiction.

Submission date: 17 July 2024

Location: Mumbai, Maharashtra

Tender value (₹): 4,873,432.5

Contact: Divisional Railway Manager/W, Mumbai, Maharashtra



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The Indian Textile Journal	5400	810	4590
Project Reporter (Digital Copy)	10500	1575	8925

Magazines	Price (₹)	30% Disc	You Pay
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Equipment India	9000	2700	6300
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Sany India

Celebrating a new chapter! We're announcing a strategic partnership with Union Bank of India, aimed at revolutionising financial access to state-of-the-art construction equipment across India. The MoU marks a milestone in our commitment to empowering infrastructure growth with robust financial solutions. The event was attended by Mr. Naveen Jain, Zonal Head - Pune, Parthasarathy Dash, Dy. Zonal Head - Pune, Mr. Upendra Pal, Regional Head - Greater Pune and Mayank Bhardvaj, Regional Head - Pune Metro, on behalf of Union Bank of India and by Sanjay Saxena, COO - Sales, Marketing and Customer Support, Manish Patadia, CFO, Sauro Ray, BU Head - Mining Machinery, Mr. Pradeep Shrivastava, BU Head - Asphalt Machinery, Mr. Sharad Kandalkar, RM - West Region and Niteen More, ASM (Maharashtra) - Excavator Sales and Mr. Arun Raghunath, GM - Sales Development and Financier Relations, representing Sany.



LiuGong India



Glimpses of the launch event of LiuGong 922Eα held at Bhopal on 10th May 2024. The event was graced by our esteemed customers, management team of LiuGong India, and New Bharat Infra, LiuGong India Dealer Partner.

Atlas Copco

While tyre pyrolysis makes great business and environmental sense, there is a reason why in recent times in India, action has had to be taken against units that have failed to comply with pollution norms.



Bonfiglioli India



Bonfiglioli is proud to be part of the Italian Tech 2024 exhibition. This prestigious event marks a significant milestone in the Indo-Italian partnership, focusing on technological advancements and innovation to revolutionise India's manufacturing landscape. We were excited to see participants from varied industry verticals. Sanjay Patwari, VP - Sales & Marketing (Mobility & Wind Business), was part of the panel session that gave insights on leveraging advanced technologies to implement innovative training programmes for companies to cultivate a skilled and motivated workforce in the manufacturing sector.

BKT Tires

Yesterday, Lucia Salmaso, our Managing Director at BKT Europe, delivered an inspiring talk at the opening of RCS Academy Full Time Masters in Milan. She provided invaluable insights on Sport, Passion, and Profession, shining a spotlight on BKT's dedication to Corporate Social Responsibility through sports. Lucia highlighted how sports serve as a powerful platform for promoting inclusion, respect, and equality, bringing together people from all walks of life and creating a sense of belonging. At BKT, we harness this transformative power of sports to foster genuine connections.



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