

# Equipment INDIA

India's First Infrastructure Equipment Magazine®

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₹150

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# THE CONCRETE REVOLUTION

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**18<sup>th</sup> – 19<sup>th</sup> July, 2024**

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 Border Roads Organisation



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### THE 100 DAYS OUTLOOK!

The government has increased its capital expenditure in recent years to support the economy, as private sector investments have largely stagnated. Although the growth rate of the government's capital expenditure has slowed in the interim budget, the amount still exceeds ₹11 lakh crore.

In the July budget after government formation, it may use the surplus to pay down some of its existing debt, a strategy it has been pursuing since early May through its bond buyback programme. Alternatively, the government can deploy the funds for growth initiatives like physical infrastructure or social infrastructure like healthcare, or education. Chances are physical infrastructure will continue to dominate the bulk of the utilisation.

The ICEMA reports are out, revealing an impressive performance for the construction equipment industry in FY24 with a remarkable 26 per cent surge. The government's focus on infrastructure development and pre-election momentum for pending projects spurred growth across all five major construction equipment segments.

The report highlights a significant increase in earthmoving equipment sales, which rose to 93,531 units in FY24, up 21 per cent from 77,164 units in FY23. This category accounted for around 70 per cent of total construction equipment sales in FY24. Within this segment, backhoe loaders and crawler excavators saw substantial growth, with sales rising by 55 per cent and 35 per cent, respectively, making up 90 per cent of the total earthmoving equipment sales.

Road construction equipment, the only segment with negative growth in FY23, rebounded strongly in FY24 with a 40 per cent increase, selling 6,571 units compared to 4,828 units in FY23. The concrete equipment segment also experienced a 19 per cent year-on-year growth in FY24. (Read the cover story on concrete equipment)

Will this growth continue into FY25 and beyond? That remains uncertain. There is a strong pipeline of ongoing and upcoming infrastructure projects set to commence in the latter half of the current fiscal year. India Ratings and Research has issued a neutral outlook for the construction sector in FY25, while ICRA predicts a 12 to 15 percent decline in sales for the same period.

In related news, Indian automobile and auto parts manufacturers invested ₹13,000 crore in the past year to produce green vehicles and related parts under the government's PLI scheme. The government aims to attract ₹42,500 crore in investments within the next two to three years, ahead of the initial five-year timeline.

Union Road Transport Minister Nitin Gadkari noted that Kolhapur has the potential to become a hub for manufacturing automobile components. Additionally, the government aims to grow the ethanol industry into a ₹2-lakh-crore sector.

All eyes are on the first 100 days of the new government!



*Pratap Padode*

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Groundbreaking concrete equipment is driving the industry forward at an unprecedented pace.



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The new track loader combines unmatched versatility with up to 10 per cent better fuel efficiency, more productivity, cab improvements, and optional Payload technology.



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**C.A.S.H**

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A new addition to their wheeled excavator lineup, the 10-tonne EW100, utilises both the 2.8 and 3.6-litre Perkins engines to achieve the power and ability of a 14-tonne machine.





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## SEARCH

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# Prasad is new MD and CEO of Srei Infra Finance

Srei Infrastructure Finance (SIFL) is a financial institution providing a bouquet of services, which include construction and mining equipment finance, advisory and development solutions and insurance broking. Since its inception, the company has traversed a long way to emerge as an infrastructure service provider with its widespread presence pan India, a strong customer base and unique product propositions.

In April 2024, the Board of SIFL appointed Hardayal Prasad as its new Managing Director and CEO. He has since joined and taken up the



assignment. Prasad is a seasoned senior banker with over 36 years of experience, and he has held important assignments in India and abroad. Before joining SIFL, Prasad has been Managing Director & CEO of SBI Cards & Payment Services and

Managing Director and CEO of PNB Housing. Under Prasad's leadership, SIFL envisages to re-enter the construction and mining equipment financing industry to enable customer needs of the segment.

Commenting on his appointment, Prasad, said, "Srei had been a prominent contributor in the CME financing space. Now with the completion of the resolution process, we are confident of re-establishing SIFL as a significant contributor in the industry and enabling customers with financing solutions, across the life cycle of the construction."

## Nornickel presents palladium developments for hydrogen industry

India is one of the key countries in the development of hydrogen energy. The country is expected to produce at least 5 million tonnes of pure hydrogen per year by 2030 and at least 25 million tonnes by 2050 will be required to fuel transport, steel and ammonia production. However, to achieve these goals, India needs innovative solutions to modernise production and scale up green hydrogen applications.

The Hydrogen Technology Expo event in Delhi brought together industry experts to discuss cutting-edge technologies in the hydrogen and fuel cell industries. Nornickel presented its innovative palladium-based developments to Indian experts, suggesting their developments are capable of increasing the efficiency of green hydrogen production in the country.

Nornickel is a leading supplier of a wide range of base and precious metals that improve the efficiency of green technologies. The chemical properties of palladium, a critical metal of the future, are studied at Nornickel's Palladium Technology Centre. At the Delhi event, company representatives spoke about the results of their tests and the potential application of palladium products in the global hydrogen industry.

## AJAX appoints Tuhin Basu as CFO

Ajax Engineering, India's premier concreting equipment manufacturer, announced the appointment of Tuhin Basu as Chief Financial Officer. As a key player in the OEM industry, this strategic move underscores AJAX Engineering's commitment to enhancing its leadership team to pursue sustained business growth.

Basu will be responsible for overseeing all aspects of the company's financial strategy, including financial planning and analysis, accounting, treasury, legal, and investor relations. He will focus on strengthening the overall financial framework as the company focuses on consolidating its leadership position in the market.

A seasoned financial strategist, Basu brings over 15 years of experience in finance and stakeholder management delivering business performance across companies such as Reliance Industries, Siemens, and KPMG. A distinguished Chartered Accountant, Basu brings a legacy of delivering business performance, operational excellence, and adept stakeholder management to AJAX Engineering.

In his previous role as CFO of Reliance Power Electronics business, Basu played a pivotal role in pioneering renewable energy initiatives. His tenure at Siemens, where he ascended to the position of Vice President and Business CFO for the Transmission Division in India, further attests to his prowess in managing diverse portfolios and driving profitability across complex business landscapes across different geographies worldwide.

Joseph Peeris, Chief People Officer & Corporate Affairs at AJAX Engineering, added, "We are happy to welcome Tuhin to our leadership team. His exceptional track record and expertise in financial management will be instrumental in guiding our company towards achieving our strategic goals."





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**DATE: 9<sup>th</sup> & 10<sup>th</sup> October, 2024**

**VENUE: Hall 1, Jio World Convention Center, Mumbai**

## 10<sup>th</sup> India Construction Festival

The 10<sup>th</sup> India Construction Festival will be the umbrella event which will have the **RAHSTA EXPO 2024** as part of it will also include the following:

- 14<sup>th</sup> India RAHSTA (Roads & Highways) Conference
- 12<sup>th</sup> Equipment India Awards
- 22<sup>nd</sup> Construction World Global Awards

### PAST WINNERS - 2023



EQUIPMENT INDIA AWARDS



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CWGA

22<sup>nd</sup> Construction World Global Awards (CWGA) and 12<sup>th</sup> Equipment India Awards (EIA) nominations are open now!

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# Caterpillar unveils largest track loader

A track loader is the one machine that can do it all – clear, load, dig, carry, fill, and more – even in tough or slick ground conditions. The new Cat® 973 track loader combines unmatched versatility with up to 10 per cent better fuel efficiency, more productivity, cab improvements, and optional Payload technology. The 275 hp (205 kW) crawler loader has an operating weight of 65,901 lb (29,892 kg) and replaces the 973K worldwide. It joins the 953 (160 hp/119 kW) and 963 (202 hp/151 kW) in the Cat track loader line.

The 973 is the largest track loader in the industry but still offers agility and ease of operation. The updated cab features a suspension seat and adjustable armrests/controls. An intuitive 10-inch (254 mm) touchscreen dash display is easy to use and features a standard high-definition rearview camera. Slope Indicate helps make operation easier by showing the machine mainfall and cross slope right on the display.



Select joystick or V-lever and pedal steering for transmission controls and either joystick or two-lever implement controls. The joystick option provides familiar controls for operators experienced with skid steers/compact track loaders. With either control scheme, operators can set implement response – fine, normal, coarse – to match operator preference or application. Repetitive lift, lower, rack, dump, and float functions can be preset to make jobs like truck loading easier.

## MYCRANE doubles down in Saudi with two new recruits

MYCRANE, the first global platform for online crane rental, is responding to the rapid digital transformation of the Middle East by strengthening its team in the region. Syed Ahmed Salman has been appointed as VP Sales, Middle East, while Syed Zulnoon Bukhari joins as director of business development, Kingdom of Saudi Arabia (KSA). Based in Saudi, the two new hires bring decades of experience to MYCRANE.

After completing a simple and free registration, MYCRANE users are able to quickly and easily find lifting equipment using the platform, saving time and money as they do so. The new MYCRANE hires have already hit the ground running, registering a large number of crane rental companies, as well as industrial clients, in recent weeks.

The platform's new customer users include Shihb Al Jazira Contracting, El-Seif Engineering & Contracting, AIC Steel, Nesma & Partners Contracting Co. and Saudi Pan Kingdom Co. (SAPAC).

## SANY India expands presence with opening of new facility in Odisha

Sany Heavy Industry India, a leading global provider of construction machinery and equipment, was pleased to announce the grand opening of HO, Raghunath Machinery. The inauguration ceremony was presided over by Deepak Garg VC and MD Sany India & South Asia on April 24, 2024.

The establishment of this state-of-the-art facility underscored Sany Heavy Industry's commitment to providing unparalleled service and support to its customers in the 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.

"We were delighted to announce the opening of Raghunath Machinery Head office at Rayagada, Odisha," said Garg.

"This expansion reflects our dedication to better serving our

valued customers in the region. By bringing our comprehensive range of services closer to them, we aimed to further strengthen our relationships and deliver superior value."

The inauguration ceremony was attended by esteemed guests, dignitaries, industry partners, and members of the media. It included a ribbon-cutting ceremony followed by a facility tour, showcasing the advanced infrastructure and cutting-edge technologies incorporated into the office. Customers can expect comprehensive assistance from a dedicated team of professionals trained to deliver prompt and efficient service.



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# RAHSTA EXPO AWARDS

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- Innovation Award in Project Execution
- Innovation Award in Materials
- Road Max Award (Contractor executing maximum kilometer of roads)
- Best Road Financier Award (Award to Banks/Lending firms to a maximum kilometer of roads)
- Best Road Developer Award (Developer having the maximum kilometer of roads)
- Award for Excellence in Sustainable Road Construction Equipment
- Best Digital Technology Award in road building
- Best Renewable Energy Integration Award
- 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

# INTERMAT exhibition rescheduled!

INTERMAT INDIA, a premier exhibition showcasing innovations and advancements in the construction and infrastructure sectors, announces a date change for its upcoming event due to unforeseen circumstances related to the Lok Sabha elections. The event scheduled to take place from 21-23 May 2024, will now be held from 26-28 September 2024.

The decision to reschedule INTERMAT INDIA has been made in light of the Lok Sabha elections, ensuring the smooth conduct of both the exhibition and the



electoral process. This change aims to accommodate the needs of our participants, exhibitors, and visitors, allowing them to fully engage in both events without any conflicts.

INTERMAT INDIA remains committed to providing a dynamic platform for industry professionals to explore cutting-edge technologies, network with key stakeholders, and discover business opportunities.

The rescheduled dates will offer an extended opportunity for participants to connect, collaborate, and drive innovation within the construction and infrastructure sectors. All aspects of INTERMAT INDIA, including exhibition halls, conferences, and networking events, will proceed as planned on the rescheduled dates.

## SDLG inaugurates first manufacturing facility in Bengaluru



A member of Volvo Group, SDLG offers sustainable solutions to construction, earthmoving, infrastructure and mining projects. Present in India since 2009, SDLG has contributed to the Indian construction equipment market with its lineup of wheel loaders, motor graders, and excavators applied in ports, roadways, mining, steel, and cement industries. SDLG is a pioneer in introducing groundbreaking innovations like the electric wheel loader L956HEV in India. Further to its commitment towards serving the Indian construction and mining industry, the company inaugurated its manufacturing facility for wheel loaders, in Peenya, Bengaluru, as a major step towards providing its customers with construction equipment made in India. This is a significant milestone for SDLG in its endeavour to increase localised manufacturing capabilities, introducing innovative new products, and expanding the customer base across the country. Equipped with advanced technology, this state-of-the-art manufacturing facility boasts a comprehensive manufacturing setup for five products and has the capacity to produce 1,000 machines annually per shift.

## GMC invests ₹580 million in road dust machines

The Guwahati Municipal Corporation (GMC) has allocated ₹580 million to acquire two additional machines aimed at sweeping road dust. This investment underscores GMC's commitment to improving cleanliness and air quality in the city.

The newly-procured machines are part of GMC's efforts to enhance its fleet of equipment dedicated to road cleaning activities. With the purchase of these machines, GMC aims to intensify its efforts in addressing dust pollution, a significant concern for residents and commuters in Guwahati.



The machines are equipped with advanced technology designed to effectively sweep and collect dust particles from roads, contributing to a cleaner and healthier urban environment. GMC's investment in modern road cleaning equipment reflects its proactive approach towards tackling environmental challenges and promoting public health.

The decision to purchase additional road dust machines aligns with GMC's broader strategy to prioritise infrastructure and services aimed at improving the quality of life for Guwahati residents.





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# \$120 mn investments for Chabahar Port growth

The signing of the long-term bilateral contract on Chabahar Port Operations occurred in the presence of HE Mehrdad Bazrpash, Minister of Roads & Urban Development, Iran, and India's Minister of Ports, Shipping, and Waterways Sarbananda Sonowal.

It has been learned that India's 10-year bilateral contract with Iran for the operation of Chabahar Port is expected to attract an investment of around \$370 million. This investment consists of a direct contribution of \$120 million from India for infrastructure development and a \$250 million line of credit to Iran.

India's commitment of \$120 million for port development will be



utilised to acquire advanced equipment like rail-mounted quay cranes, rubber-tired gantry cranes (also known as transtainers), reach stackers, and forklifts. Additionally, these funds will be allocated towards the improvement

of associated infrastructure.

The agreement, which spans a decade, has the potential for extension upon mutual agreement, signifying a medium-term objective for India as it proceeds with operations.

## India allocates ₹20 mn per km for China border road construction

The Vibrant Village Programme (VVP), which had been approved by the government on February 15, 2023, aimed at improving infrastructure and settlement stability along the border between India and China. It was stated that the goal of that project was to enhance the lives of people in 2,967 villages spread out over 46 border blocks in 19 districts in Arunachal Pradesh, Himachal Pradesh, Sikkim, Uttarakhand, and Ladakh. It was further mentioned that the main objective of the VVP was to deter people from leaving border towns, elevate living standards, and bolster border security by maintaining a populated frontline. It was explained that a significant portion of the VVP's ₹48 billion expenditure over three years would be allocated to building and improving road connections. It was disclosed that there were currently 113 roads approved by the Ministry of Home Affairs (MHA).

## Adani plans ₹800 bn investment



Adani Enterprises has announced plans to invest a staggering ₹800 billion in the current fiscal year, signalling a significant push towards expansion and development across various sectors. This substantial investment underscores Adani's commitment to driving economic growth and infrastructure development in India. The investment will be directed towards a diverse range of projects, including but not limited to infrastructure, construction, and energy. Adani Enterprises, a key player in India's infrastructure landscape, aims to leverage this capital infusion to bolster its existing projects and venture into new avenues of growth.

## Nayara Energy investing ₹70 mn in ethanol expansion

Nayara Energy, a prominent player in the Indian energy sector, is embarking on a significant expansion journey with plans to establish two new ethanol plants at an investment of ₹70 million. This strategic move underscores the company's commitment to bolstering its presence in the renewable energy domain while contributing to India's energy security and sustainability objectives. The decision to invest in ethanol production aligns with Nayara Energy's vision to diversify its portfolio and reduce its carbon footprint. Ethanol, a biofuel derived from renewable sources such as sugarcane and corn, offers a cleaner alternative to traditional fossil fuels, thereby mitigating greenhouse gas emissions and curbing air pollution. With a projected capacity to produce over 250 million litres of ethanol annually, these new plants are poised to significantly enhance Nayara Energy's production capabilities.





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# Brokk opens new distribution centre

Brokk, the world's leading manufacturer of remote-controlled demolition machines, recently opened a distribution centre in Hamilton, Ontario. While Brokk has had a sales presence in Canada for more than 30 years, the new facility marks an expansion of its network. The new location will be run by Jim Bennett, who joined the Brokk team in Canada as warehouse and logistics manager. Bennett's responsibilities include managing product and assisting customers and regional sales managers by providing parts support throughout Canada.



The new 4,000-foot Canadian distribution facility will house the full line of demolition machines with attachments as well as Aquajet Hydrodemolition robots and parts inventory for both brands.

The new centre will also offer

Brokk and Aquajet demonstrations. Canadian customers now have access to an in-country distribution centre and no longer have to wait for equipment to go through customs from the US. Bennett has more than 30 years of warehouse and logistics experience within the auto and construction sectors. He started working as a warehouse manager before working his way up to operations supervisor. His last two positions have been as a warehouse manager and warehouse supervisor before transitioning to his current role with Brokk.

## Hy-Brid Lifts announces Director of Sales

Hy-Brid Lifts, an industry leader in aerial lift equipment, announces Gary Coke as director of sales covering the south-central United States. Coke's responsibilities include providing customer support as well as continuing the growth and channel development of the Hy-Brid Lifts line of low-level scissor lifts.

"I am excited to join this team and look forward to the opportunity to work with past and future customers. Coming from equipment manufacturing, I understand the importance of quality equipment and customer service backed by a solid service department," said Coke. "After meeting the Hy-Brid Lifts team and seeing all of the new products in the pipeline, it's no surprise that this company is continuing to grow, and I look forward to being a part of that growth."

## Liebherr exhibits machines for waste management at IFAT 2024 in Munich

Liebherr was present at IFAT 2024, the world's leading trade fair for water, sewage, waste and raw materials management, which took place in Munich from 13 to 17 May 2024, with a stand measuring around 280 m<sup>2</sup>. In Hall



C5, Stand 151/250, Liebherr exhibited machines specially designed for use in waste management and recycling. The new LH 40 M Port Elektro electric material handling machine celebrated 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 showed two representatives from its wheel loader portfolio. The Liebherr T 60-9s, T 41-7s and T 33-10s telescopic handlers were also a part of the exhibition appearance. In the area of digitalisation, Liebherr showed the LiXplore® camera monitor system. The recycling industry is growing rapidly, and it is changing.

## Wacker Neuson to expand Serbian plant

German construction equipment manufacturer Wacker Neuson Group said it plans to expand its Serbian plant, located in the southern city of Kragujevac, and will employ an additional 200

workers.

"In the next stages of the company's development, we plan to expand the existing production plant, which will include a modern paint shop, and build a completely new factory for the assembly of finished products - construction

machines," said the CEO of the Kragujevac plant, Michael Schmuecker, as seen in a YouTube video published by media outlet Glas Sumadije. The company currently employs 500 workers across two production facilities in Kragujevac. In June, Wacker Neuson

opened its Kragujevac factory following a \$25 million investment in the first phase of construction.

Munich-headquartered Wacker Neuson a global manufacturer of high-quality light and compact equipment. It also operates in the US and has a total of more than 6,300 employees..



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# Sany revenue soars 60% of core business

Sany Heavy Industry, a leading heavy machinery manufacturer, has reported a strong growth in international revenues in its recently announced annual results for 2023. The company reported \$10.43 billion in total revenues for the year 2023, down 8.44 per cent year-on-year. Despite a challenging market, the decrease in revenue showed a narrowing decline of 15.92 percentage points compared to the previous year's changes. Sany's net profit totalled \$648.74 million in 2023, posting a 4.16 per cent year-on-year expansion. Its net cash flows from



operating activities surged by 39.20 per cent to reach \$803.87 million. The year 2023 was pivotal for Sany as its international business flourished. In 2023, the company recorded \$6.1 billion in international business revenues, marking an 18 per cent year-on-year increase and accounting

for nearly 60 per cent of its main business revenues. Such significant growth highlights Sany's successful transition to a multinational engineering machinery conglomerate, with its sales spanning over 180 countries and regions. The sales revenues in Asia and Australia amounted to \$2.32 billion, up 11.1 per cent year-on-year, while the European region generated \$2.3 billion, a substantial growth of 37.97 per cent. The American market brought in \$1 billion, rising 6.82 per cent, and the African region contributed \$411.8 million.

## Volvo doubles down on data

Volvo Construction Equipment is putting data at the heart of its decarbonisation efforts as it invests in advanced telematics and beefs up its carbon footprint reporting. Volvo Group has purchased a 22 per cent ownership stake in VizaLogix, a SaaS company that specialises in vehicle telematics and data collection. In addition to providing real-time machine monitoring and enhanced technical support capabilities, the telematics data will help to inform the industry's most extensive catalogue of PCF reports – making it easier for customers to take active steps to reduce their environmental impact.

## Develon launches expanded digital platform

South Korea-based Develon has introduced the latest iteration of its fleet management system - My Develon, which it says is a new digital platform for managing construction equipment. Using the My Develon app customers and dealers can access and manage maintenance and operation data for their Develon construction equipment

Develon, formerly Doosan Construction Equipment, says that some of the newest features now available on the platform offer the ability to download service tools and get personalised quotes for parts for Develon equipment. Customers can also remotely check the status of their equipment and communicate with their machines by sending certain messages. The platform also provides a menu for customers to request a quote for Develon genuine parts from their local dealer. "It is a very useful resource for customers. They can select the parts they want to receive a quote on and send it to their dealer.



## Bobcat installs fuel cells from Hyaxiom

Bobcat Company has enhanced two of its North Dakota manufacturing facilities with the installation of 14 stationary, natural gas-powered fuel cells from HyAxiom Inc., a leading global fuel cell and hydrogen solutions

provider. These units will operate in parallel with the commercial power grid while carving a pathway to decarbonisation by producing clean energy for the facilities' operations.

The three fuel cells at the Bismarck facility and the 11 units at the Gwinner location are the first

commercial installations of stationary fuel cells in the state. The recently commissioned fuel cells allow Bobcat to diversify its energy sources by supplying a majority of the annual power and heat needs of the Bismarck facility and about half the needs of the Gwinner

facility. "HyAxiom's stationary fuel cell solutions provide efficient combined heat and power that will help Bobcat improve its operations and continue innovating for the smart job site of the future," said David Alonso, chief commercial officer at HyAxiom.



# Equipment INDIA

India's First Infrastructure Equipment Magazine

## Role of AI and ML in Construction Equipment

As we mark a significant milestone with the 16th-anniversary edition of Equipment India, we are thrilled to present a special commemorative issue that delves into the cutting-edge advancements shaping the future of the construction equipment industry.

### Key highlights:

- Exclusive Features on AI and ML Integration
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# The Concrete Revolution

Groundbreaking concrete equipment is driving the industry forward at an unprecedented pace.



The concrete equipment market in India has witnessed significant growth in recent years, fuelled by rapid urbanisation, infrastructural developments, and the government's focus on building smart cities. This burgeoning market encompasses various types of equipment, including batching plants, concrete pumps, mixers, transit mixers, and more. As the construction industry in India continues to expand, the demand for advanced and efficient concrete equipment rises correspondingly. This article delves into the current state of the concrete equipment market in India, key trends, and the specific requirements of user industries.

The Indian construction industry is gradually shifting towards automation to enhance efficiency,

reduce labour costs, and minimise human error. Automated batching plants, advanced concrete pumps with remote control features, and mixers with digital interfaces are becoming increasingly popular. This trend is expected to continue as the industry seeks to improve productivity and quality.

Even sustainability is gaining importance in the construction sector, with an increasing emphasis on reducing the environmental impact of construction activities. The use of eco-friendly concrete, recycling of construction waste, and energy-efficient equipment are some of the sustainable practices being adopted. Manufacturers are developing equipment that supports these practices, such as energy-efficient batching plants and mixers

that minimise waste.

The integration of technologies such as the Internet of Things (IoT), Artificial Intelligence (AI), and Big Data analytics is transforming the concrete equipment market. IoT-enabled equipment can monitor performance in real-time, predict maintenance needs, and optimise operations. AI and Big Data analytics are being used to improve the quality of concrete mixes and enhance the efficiency of construction processes.

Construction projects vary significantly in terms of scale, complexity, and specific requirements. As a result, there is a growing demand for customised concrete equipment solutions tailored to the unique needs of each project. Manufacturers are increasingly offering bespoke equipment solutions



that cater to the specific demands of their clients.

### Product innovations

Schwing Stetter India has made significant advancements in its product line, focusing on both sustainability and technological



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

innovation. Said the company's **Chairman and Managing Director, VG Sakthikumar**, "One of our latest developments is the TSR EV, a fully electric shotcrete machine that

represents our commitment to environmentally friendly solutions. This machine reduces the need for diesel engines, operating entirely on clean, green electricity. Additionally, we are developing new telematics and remote monitoring systems, enhancing fleet management and operational efficiency for our customers. These innovations, alongside our focus on integrating concrete equipment with technologies like 3D printing, position us at the forefront of the concrete equipment industry."

"Our products are specifically designed to cater to the diverse and unique needs of the Indian market. For example, the AM 8 (C2) concrete truck mixer, with its 8 cu m capacity, is engineered to handle the varied demands of rural and urban construction projects across India. We offer extensive customisation options to meet specific customer requirements, such as engine types, control systems, and additional features like telematics."

"Our foray into 3D printing technology represents our commitment to innovation and advancement in the construction industry. We recently participated in a government-funded project in

Mohali, showcasing the potential of 3D printing in construction. This technology offers efficiency, precision, and sustainability benefits, and we aim to leverage it further in various projects, including housing developments," said **Subhabrata**



**Subhabrata Saha**  
Managing Director,  
AJAX Engineering

**Saha, Managing Director, AJAX Engineering.**

"We recently launched three new models of self-loading mixers namely CSLM 2500, CSLM 4200L and

CSLM 4300S. The 2500 and 4200L mixer models feature reduced horsepower engines and present cost-effective alternatives, without compromising the capacity or efficiency. The 2500 mixer model can be extremely useful in small and medium construction sites where there are constraints regarding space. The 4300S mixer has a high-flow drum design that ensures faster discharge and safer operation. We constantly bring innovations in our products and launch them in the market on a continuous basis as per



**Kalpesh Soni**  
Vice President,  
Marketing,  
KYB Conmat.

the industry needs," said **Kalpesh Soni, Vice President, Marketing, KYB Conmat.**

He added, "Our self-loading concrete mixers machines are IOT enabled, BS-4 and ARAI compliant, and offer better fuel efficiency, high productivity, better mix quality, faster loading, and discharge due to an advance blade design and electronic batching system with printer, produce more concrete per batch by optimised drum capacity, which reduces the overall cost per cubic meter of concrete. Further these self-loading mixers offer superior manoeuvrability by single joystick control, four-wheel

### QUICK BYTES

- **The Indian concrete equipment market grows alongside urbanisation and government infrastructure projects, with demand rising for batching plants, pumps, and mixers.**
- **Sustainability is a growing focus, seen in the adoption of eco-friendly concrete and energy-efficient equipment to minimise environmental impact.**
- **Automation is enhancing efficiency in the construction sector, with remote-controlled pumps and digital interfaces for mixers gaining traction.**

steering/four-wheel drive system, also offer superior operator comfort due to reversible operator seat and balanced load distribution on front and rear axles."

### Market trends

"The Indian concrete equipment manufacturing industry is being shaped by several key trends, including the push towards sustainability, the adoption of advanced technologies, and the growing demand for customised solutions. To stay competitive, Schwing Stetter India has embraced these trends by developing eco-friendly equipment like the TSR EV electric shotcrete machine and incorporating telematics and IoT capabilities across our product range," said Sakthikumar.

Said Saha, "At AJAX, we prioritise responsible practices, ensuring compliance with regulations and a focus on sustainability across our operations, products, and customer engagements. We maintain high standards in our manufacturing processes, adhering to legal



The concrete equipment market in India is poised for substantial growth, driven by urbanisation, government initiatives, and infrastructural development.

requirements while constantly innovating towards sustainability.”

“Improvement in road construction infrastructure, increasing urbanisation rate, and higher investment to boost infrastructure activities serve as the major determinants for the growth of concrete construction equipment in India. With better road transportation infrastructure and a rise in urban population, there exists a greater demand for convenience in personal mobility, healthcare, sanitation, and water supply, among others, which in turn contributes to the boosting demand for construction equipment, attributing to the growth in the construction sector across India,” said Soni.

### User preference

The Indian market offers a wide selection of batching plants, from both overseas and domestic brands.



**Pramod B Joshi**  
Additional General  
Manager (P&M  
Head, All India),  
Ahluwalia  
Contracts India

However, **Pramod B Joshi, Additional General Manager (P&M Head, All India), Ahluwalia Contracts India**, observes certain features are missing. “The water quality should be automatically checked and we also need an indicator showing the quality of concrete – that is, is it pumpable? Any abnormal size of aggregate coming through the weighing system of the plant should be flagged and the machine should stop automatically. The system of adding ice to the concrete should be simplified. We need more safety features. Incorporating a pollution control system would make the plant more environment-friendly. We also need the plant to show the slump of concrete after it has been

mixed, at the time of discharge to the transit mixer.”

As for boom pumps, Joshi says the industry needs “compact boom placers capable of placing concrete at greater heights and boom placers that are economical to use. When the pump starts, it must show the slump of concrete so operators know whether to proceed. Also, the pump must show the quantity of concrete pumped. Lightweight booms and pipelines of a higher quality that last longer are other essentials.”

An expectation that will grow in



**Prashant Jha**  
Chief, Ready-Mixed  
Concrete & Modern  
Building Materials,  
Nuvoco Vistas Corp.

value in the years to come is the soundproof working of concrete pumps because they are often used in existing or built-up residential areas where noise is a concern, adds



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**Prashant Jha, Chief, Ready-Mixed Concrete & Modern Building Materials, Nuvoco Vistas Corp.**

At present, the mixer of RMC plants and the hopper of the boom placer must be cleaned manually, continues Joshi. "This cleaning must be automated; it should happen without human intervention. Most accidents happen owing to human negligence at the time of cleaning the mixer. Pumps often break down when the operator hasn't properly greased them. As a preventive measure, a pump should not work if it hasn't been greased."



**Satish R Vachhani**  
Consultant,  
Concrete  
Technologist

For his part, **Satish R Vachhani, Consultant Concrete Technologist, Advanced Concrete & Construction Consultants**, would like to see high-

quality moisture sensors incorporated in the aggregate and sand bins of concrete batching plants for better control on the water-cement ratio of concrete, the most important factor in maintaining quality of concrete.

"At present, barely 3-5 per cent of contractors and RMC manufacturers ask for high-quality moisture sensors to be installed in new plants," he continues. "But moisture meters being installed in concrete batching plants are not very accurate. Now that high and ultra-high grade concrete is being manufactured in most metros, and durability is a major concern, it is imperative to maintain the water-cement ratio as per the mix design parameters. Checking the sand moisture manually once or twice in a shift does not achieve the purpose, especially in rainy weather. Even a very small 2 per cent error can change the water-cement ratio of the mix and marinating W/C is a very important factor in maintaining the quality of concrete. For the best



The integration of technologies such as the IoT, AI, and Big Data analytics is transforming the concrete equipment market.

result, microwave moisture sensors may be installed to measure moisture levels in material being discharged from bins, on conveyor belts or vibratory feeders. Sensors are placed directly in the flow of the material, and take 25 measurements per second as the sand and aggregate flows over the ceramic measurement surface. These measurements are then transmitted to the plant control system in real time."

Vachhani would like major contractors and RMC producers to use rheometers to check the concrete rheology at the concrete mix design stage. Concrete pump manufacturers can help in this for mutual benefit.

"At present, we are testing concrete for workability and flow properties but the same workability mixes can have different rheology, viscosity and pump pressure and mixes can be finetuned by changing the proportions of ingredients and different PCE-based plasticisers and VMA to address the issues of frequent choking, high pump pressure and pump maintenance," he explains.

"Hands-on experience or qualitative estimations of pumpability through simple material tests such as slump and flow tests

are insufficient. Concrete pump manufacturers should collaborate and invest in R&D with users like contractors and RMC players to study the effect of concrete mix rheology properties on pump pressure. Intensive research actions in this respect will hopefully bring an improvement in poured concrete quality and performance of equipment."

## The road ahead

The concrete equipment market in India is poised for substantial growth, driven by urbanisation, government initiatives, and infrastructural development. The shift towards automation, sustainable practices, technological integration, and customised solutions are key trends shaping the market. To meet the evolving requirements of the construction industry, manufacturers must focus on delivering high-quality, efficient, durable, and technologically advanced equipment. As the market continues to expand, the emphasis on sustainability and cost-effectiveness will play an increasingly important role in shaping the future of the concrete equipment industry in India.







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# “We are investing in our service infrastructure.”

**Schwing Stetter India** is a leading manufacturer of concreting equipment in India, producing a range of products. The company's **Chairman & MD, VG Sakthikumar**, speaks on their products that address the needs and challenges of the Indian market.



**Can you highlight any recent innovations or advancements in your product line?**

Schwing Stetter India has made significant advancements in our product line, focusing on both sustainability and technological innovation. One of our latest developments is the TSR EV, a fully electric shotcrete machine that represents our commitment to environmentally friendly solutions. This machine reduces the need for diesel engines, operating entirely on clean, green electricity. Additionally, we are developing new telematics and remote monitoring systems, enhancing fleet management and operational efficiency for our customers. These innovations, alongside our focus on integrating concrete equipment with technologies like 3D printing, position us at the forefront of the concrete equipment industry.

**How do your products address the specific needs and challenges of the Indian market?**

Our products are specifically designed to cater to the diverse and unique needs of the Indian market. For example, the AM 8 (C2) concrete truck mixer, with its 8 cu m capacity, is engineered to handle the varied demands of rural and urban construction projects across India. We

offer extensive customisation options to meet specific customer requirements, such as engine types, control systems, and additional features like telematics.

Moreover, our dedicated team of engineers and product managers works closely with customers to develop tailored solutions. Our extensive R&D and quality control processes ensure that our equipment meets the highest standards of durability and reliability, making them well-suited for the challenging Indian construction environment.

**What role does technology play in the development of your concrete equipment?**

Technology plays a pivotal role in the development of our concrete equipment. We leverage state-of-the-art engineering software to simulate real-world performance during the design stage. Our manufacturing facilities are equipped with the latest technologies, ensuring precision and quality at every production stage. We have integrated telematics and IoT into our equipment, allowing for advanced fleet management and operational optimisation. This includes features such as remote monitoring and diagnostics, which enhance efficiency and reduce downtime. Our ongoing efforts to incorporate new technologies, such as 3D printing, further underscore our commitment to innovation and maintaining a competitive edge in the market.

**What are some key trends shaping the concrete equipment manufacturing industry in India?**





The Indian concrete equipment industry is being shaped by several key trends, including the push towards sustainability, the adoption of advanced tech, etc.



### How is your company adapting to these trends to stay competitive?

The Indian concrete equipment manufacturing industry is being shaped by several key trends, including the push towards sustainability, the adoption of advanced technologies, and the growing demand for customised solutions. To stay competitive, Schwing Stetter India has embraced these trends by developing eco-friendly equipment like the TSR EV electric shotcrete machine and incorporating telematics and IoT capabilities across our product range.

We also focus on offering customised solutions to meet specific customer needs and have enhanced our service infrastructure with 27 offices, nine service centres, and over 500 service and spare teams across India. This comprehensive approach ensures that we remain at the forefront of industry developments and continue to meet the evolving demands of our customers.

### What opportunities do you see for growth and innovation in the market?

We see significant opportunities for growth and innovation in the market, particularly in the areas of sustainability, technology integration, and customer-centric solutions. The rising demand for environmentally friendly equipment presents a substantial growth opportunity, which we are addressing with products like the TSR EV electric shotcrete machine. Additionally, the increasing adoption of telematics and IoT in construction equipment opens avenues for innovation in fleet management and operational efficiency. Customisation remains a key area of growth, as customers seek equipment tailored to their specific project needs. By focusing on these opportunities and continuing to invest in R&D, we aim to drive innovation and maintain our leadership in the concrete equipment market.

### What are your plans for future growth and expansion in the Indian

### concrete equipment market, and what steps are you taking to achieve these goals?

Our plans for future growth and expansion in the Indian concrete equipment market are centered around enhancing our product portfolio, expanding our service network, and strengthening our customer support. We are continually developing new products, such as the electric concrete pumps and advanced telematics systems, to meet the evolving needs of the market.

We are also investing in our service infrastructure, with 27 offices, nine service centres, and a dedicated team for special projects to provide quick and efficient support to our customers. Additionally, we are committed to sustainability, with initiatives like using recycled materials and designing energy-efficient equipment. These steps, combined with our focus on customer satisfaction and innovation, will drive our growth and expansion in the Indian market.





# “India’s CE market is growing rapidly due to urbanisation.”

KYB Conmat, one of the leading global concrete equipment manufacturers, produces concrete batching plants, paving machines, pumps, transit mixers, and self-loading mixers. **Kalpesh Soni, Vice President, Marketing, KYB Conmat, speaks on the recent innovations and advancements in their product line.**



**Can you highlight any recent innovations or advancements in your product line?**

We recently launched three new models of self-loading mixers namely CSLM 2500, CSLM 4200L and CSLM 4300S. The 2500 and 4200L mixer models feature reduced horsepower engines and present cost-effective alternatives, without compromising the capacity or efficiency. The 2500 mixer model can be extremely useful in small and medium construction sites where there are constraints regarding space. The 4300S mixer has a high-flow drum design that ensures faster discharge and safer operation. We constantly bring innovations in our products and launch them in the market on a continuous basis as per the industry needs.

**How do your products address the specific needs and challenges of the Indian market?**

With strong market research, collaborating R&D and strict quality and certification standards, we understand the global market requirements. We tailor our product based on the needs and requirements of the market which helps us to always stay ahead than our competitors. Using our state-of-the-art R&D facilities we develop cutting-edge technologies and adhere to stringent quality and certification standards for our products, enabling us to be one of the best when it comes to the quality of our offerings. We incorporate sustainable materials and

manufacturing processes in our equipment. This includes the use of eco-friendly materials and reducing our carbon footprint in the manufacturing process.

Building trust among our end-users is a top priority for us. We have several initiatives in place to make our products safer and more reliable:

**Rigorous testing:** We subject our equipment to rigorous testing to ensure their safety and reliability. This includes simulations and real-world performance assessments.

**User training:** We offer comprehensive user training programmes at our premises and at customer sites as well, to ensure that our customers operate our equipment safely and efficiently.

**Continuous improvement:** We continuously gather user feedback and monitor the performance of our products in the field. This data drives ongoing improvements to enhance the safety and reliability of our equipment.

To bring value additions and enhance our brand value, we focus on the following:

**Customer support:** We provide exceptional customer support and after-sales service to ensure our customers have a positive experience with our products.

**Sustainability commitment:** Our commitment to sustainability not only aligns with the global trend but also enhances our brand reputation as an environmentally responsible company.



**Community engagement:** We engage with local communities in areas where we operate, supporting inclusiveness and social responsibility, which contributes positively to our brand image.

**Employee engagement and culture at workplace:** The company has always strived towards the betterment of its employees, and it always ensures to create an atmosphere of inclusivity at the workplace, thus enabling a culture that always motivates its people and helps them in their overall development in life.

In summary, our strategies, and initiatives in the areas of global competitiveness, sustainability, safety, and brand enhancement are deeply aligned with “Building India’s Today and Tomorrow”.

### What role does technology play in the development of your concrete equipment?

KYB Conmat is one of India’s leading manufacturers of concrete equipment and holds a top three position in most segments, including batching plants (20 cu m to 240 cu m per hour with twin shaft mixing technology), road and canal paving machines, self-loading mixers, concrete pump and transit mixers. We continuously research the market needs, understanding the trends and requirements and integrate smart technologies and automation solutions into our equipment.

Some of them are as follows:

**Remote monitoring:** Smart sensors and remote monitoring systems allow operators and managers to keep a close eye on equipment performance, fuel consumption, and maintenance needs in real-time, enabling proactive maintenance and reducing downtime.

**IoT (Internet of Things):** IoT devices and sensors are embedded in



This self-loading concrete mixer has specially-designed blades for better mixing and faster discharge.

equipment to gather data on various parameters like temperature, pressure, and load. This data is analysed to improve equipment performance and efficiency.

**Energy efficiency:** Equipment is being designed to be more energy-efficient, reducing fuel consumption and emissions.

**Remote fault detection:** Our advanced software and SCADA system enables remote operation and fault detection in our batching plant.

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

Overall, the integration of smart technologies and automation solutions in our construction equipment’s are aimed at enhancing

productivity, reducing operational costs, improving safety, and optimising resource utilisation. These advancements are rapidly transforming the industry and enabling more efficient and sustainable construction practices.

### What are some key trends shaping the concrete equipment manufacturing industry in India? How is your company adapting to these trends to stay competitive?

The market for construction equipment products in India is showing continuous growth and significant potential, with several key factors contributing to it namely:

#### Infrastructure development:

India has many ongoing and planned infrastructure development projects, which includes roads, bridges, airports, metro systems, smart cities, railways, multimodal logistics parks, etc. These projects are driving the demand for construction equipment.

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



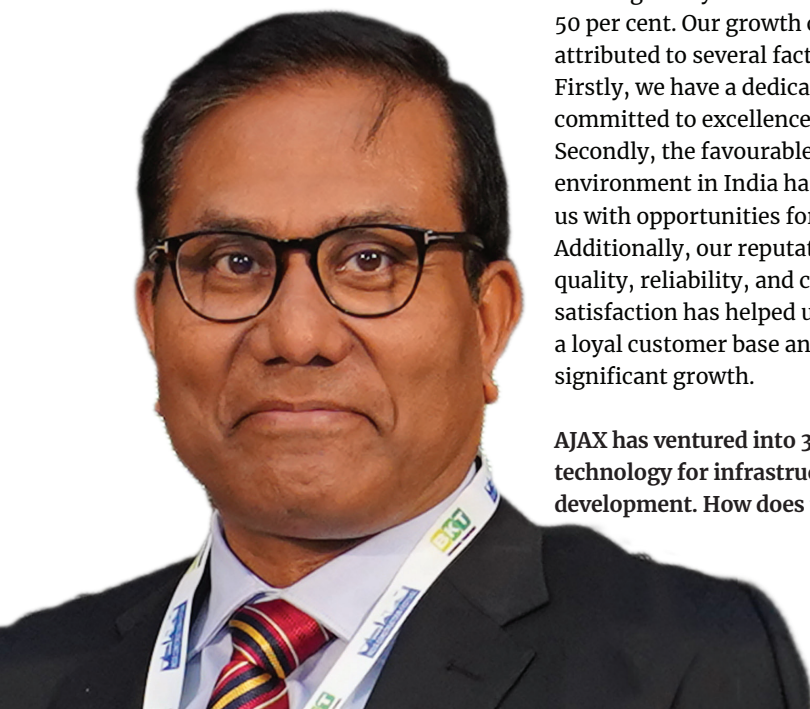
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# “We focus on sustainability across our operations.”

Specialising in concrete machinery, AJAX offers a range of products including transit mixers, concrete pumps, batching plants, and more. In an exclusive interaction, **Subhabrata Saha, Managing Director, AJAX Engineering**, speaks on the company's sustainable practices and initiatives in its manufacturing processes.



AJAX was honoured with the Green Factory of the Year award at the Equipment India Awards 2023. What sustainable practices and initiatives has the company adopted in its manufacturing processes, and how does it align with AJAX's broader corporate sustainability goals?

At AJAX, we prioritise responsible practices, ensuring compliance with regulations and a focus on sustainability across our operations, products, and customer engagements. We maintain high standards in our manufacturing processes, adhering to legal requirements while constantly innovating towards sustainability.

AJAX has seen a remarkable increase in operational revenues, with a 50.81 per cent jump to Rs 1151.13 crore in FY23 compared to Rs 763.29 crore in FY22. What factors do you attribute to this substantial growth, and how does the company plan to sustain and further accelerate this upward trajectory in the coming years?

We grew by more than 50 per cent. Our growth can be attributed to several factors. Firstly, we have a dedicated team committed to excellence. Secondly, the favourable economic environment in India has provided us with opportunities for expansion. Additionally, our reputation for quality, reliability, and customer satisfaction has helped us maintain a loyal customer base and achieve significant growth.

AJAX has ventured into 3D printing technology for infrastructure development. How does the company

envision leveraging this technology to revolutionise construction processes, particularly in mass housing segments?

Our foray into 3D printing technology represents our commitment to innovation and advancement in the construction industry. We recently participated in a government-funded project in Mohali, showcasing the potential of 3D printing in construction. This technology offers efficiency, precision, and sustainability benefits, and we aim to leverage it further in various projects, including housing developments.

You raised an interesting point about the absence of major Indian players in the construction machinery market. Why do you think this gap exists?

Historically, the construction machinery market in India has been relatively small compared to other sectors. Limited profitability and opportunities may have deterred major players from investing in this space. However, with the changing landscape and increased demand, there is potential for Indian companies to make significant strides in this industry.

Let's talk about AJAX's export plans. How do you envision your international presence evolving?

We have made significant progress in expanding our international footprint, with a presence in over 45 countries.



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# Mini Equipment Market Booms

Mini construction equipment provides the versatility and efficiency needed for modern construction projects, especially in urban areas and confined spaces.



**T**he mini construction equipment market in India has been experiencing steady growth in recent years due to various factors such as urbanisation, infrastructure development, and the increasing trend towards mechanisation in construction activities. Mini construction equipment includes compact excavators, mini loaders, skid steer loaders, compactors, and other small machinery used in construction projects.

Let's examine the prospects of different mini machines.

**Mini excavators:** Compact excavators are similar to regular excavators in structure, with a crawler undercarriage and revolving superstructure fitted with a boom, arm and bucket as the front

attachments. With increasing use, however, appreciation is growing for the compact size of the machine, its higher safety in operation and efficiencies—both in fuel and usage—which in turn drives the use of mini excavators.



**Shalabh Chaturvedi**  
Managing Director,  
CASE Construction  
Equipment

JCB's mini excavators fall in the 3 tonne and 5 tonne operating weight category. Similarly, CASE's mini excavator segment provides a wide variety of machines ranging from a capacity of 1.5 to 6-tonne (t) with a horsepower ranging between 20 to 60 hp. With a dedicated focus on expanding our electric line-up, we offer both IC engine-powered and

electric mini excavators. "Our machines are thoroughly researched and developed for compactness to ensure easy manoeuvrability in restricted spaces and featuring higher breakout force for increased efficiency across various applications. In order to gain best results and performance we conduct regular testing quality control measures," said **Shalabh Chaturvedi, Managing Director, CASE Construction Equipment.**

**Compact compactors:** Compact compactors offer a host of features. These machines from Wirtgen group company HAMM offer high gradeability (up to 60 per cent) and maximum ground clearance thanks to the drive provided by modern wheel motors. The modern motors with future-proof technology in HAMM's compact



compactors also ensure extremely low emissions. These are very short, making them ideal for narrow construction sites and compaction work on rough terrain.

**Dimitrov Krishnan, Managing Director, Volvo Construction Equipment India**, said, Our product offerings span soil compactors, tandem rollers, and pneumatic tyre rollers. Localisation is a key aspect, with our products boasting varying degrees of localised content. We're well-prepared for future regulatory changes and technological advancements, ensuring our products meet the highest standards."

"So, we have the complete range of compaction equipment what the



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

customer wants for the road construction projects. For soil embankment and granular sub base layers, we have the soil compactors that deliver exceptional performance in variety of materials, then for asphalt layer we have double drum compactors, and to finally finish the roads, we have pneumatic tyre rollers, which is our leading product in the market as well."

Projects in confined spaces and for smaller jobs



This equipment has been designed to provide outstanding levels of operator comfort and delivers the performance to match.

are drivers for compact compactors. HAMM's H-series compactors are high-performance professionals for modern earthwork with a high compaction force. Off-road, their three-point articulated swivel joint and large slope angle front and back make them extremely manoeuvrable while ensuring optimum driving stability.

While HAMM compactors are currently imported from Germany, CASE India is manufacturing mini drum rollers at its world-class Pithampur facility for both the

domestic market as well as for Africa, Southeast Asia, Russia, the Middle East, etc. However, CASE India's skid-steer loaders are imported. Greater indigenisation would bring down the cost of this class of equipment and expand demand—something to look forward to.

**Skid-steer loaders:** In comparison to excavators, tractors or traditional forklifts, skid steers are compact, strong, agile, have great visibility. Skid steer loaders are known for their maneuverability in general, but small skid loaders are the most maneuverable you'll find. They are able to fit into tight spots where other heavy equipment cannot go, which makes them perfect for unique applications like interior demolition.

**Sunil Newatia, Chairman and Managing Director, Suretech Infrastructure**, said, "The growth rate of skids is too low when compared to the rest of the world. In a country like India, there is a market of appx 500 skids in a year against 35,000-40,000 backhoe loaders. Skids are the highest selling construction equipment overseas while in India it is backhoes. Skids must be accepted as the most versatile and most







Compact excavators are similar to regular excavators in structure, with a crawler undercarriage and revolving superstructure fitted with a boom.



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

important piece of equipment on a job site. Till that happens growth shall continue to remain sluggish.”

Most of the skid manufacturers in India are making entry level models

of 49 hp and 75hp. It is only Bobcat that is offering the entire range of standard and high flow skids but they are all imported and not manufactured in India. The main feature is skids is option of using several attachments. Skids are designed to work with various attachments making it a very versatile equipment for any job site.

**Telehandlers:** A telehandler can lift several tons worth of materials, making them far stronger than similar sized crane machinery such as a cherry picker or forklift. Better still, the flexibility of the telescopic boom allows heavy loads to be lifted at great heights and lengths, unlike most

other machinery that has a limited reach when providing so much power. One of the main advantages of a telescopic handler is the ability to lift loads to normally unreachable heights and lengths. As the boom handle on our range of telehandlers to hire can reach up to 20 m in length, a telehandler can effectively transport materials to distances that would otherwise be impossible to reach using a single vehicle.



**Deepak Shetty**  
MD and CEO,  
JCB India

Said **Deepak Shetty, MD and CEO, JCB India**, “Telehandlers are gaining popularity and are today being used in three core sectors – Agriculture, Construction and Industry. Some examples are hopper loading in ready mix concrete, ceramic products, 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.

These types of mini construction equipment provide the versatility and efficiency needed for modern construction projects, especially in urban areas and confined spaces. 🏗️







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# “The market is expected to grow significantly.”

Case Construction Equipment sells and supports a full line of high-performance construction equipment. The company's Managing Director Shalabh Chaturvedi speaks on the factors that drive the demand for mini equipment in the Indian construction industry.

What are the key mini construction equipment products your company offers? Can you highlight the unique features and capabilities of your mini equipment?

CASE's mini excavator segment provides a wide variety of machines ranging from a capacity of 1.5 to 6-tonne (t) with a horsepower ranging between 20 to 60 hp. With a dedicated focus on expanding our electric line-up, we offer both IC engine-powered and electric mini excavators. Our machines are thoroughly researched and developed for compactness to ensure easy manoeuvrability in restricted spaces and featuring higher breakout force for increased efficiency across various applications. In order to gain best results and performance we conduct regular testing quality control measures.

Considering the features and capabilities of our mini equipment the mini excavators prioritise the comfort and safety of the operators, promoting ergonomic design and advanced safety systems. Our goal is to further localise production in India to meet global demand for mini excavators. For now, we are dealing with these mini excavators globally, however we plan to create a niche for these equipment for the Indian market in the coming years.

What are the primary factors driving the demand for mini equipment in the Indian

construction industry?

With a focus on regulatory infrastructure and numerous government projects, our mini excavators have become very popular due to its ability to navigate in limited spaces where larger equipment faces challenges. The immense demand and growth of these mini equipment can be credited to several key factors driving their applications such as their affordability, high demand for rentals, and strong return on investment. These machines offer an attractive value proposition with lower initial purchase costs and reduced maintenance expenses, making them financially attractive for businesses.

Moreover, the compact nature and light weight of these excavators make them viable in areas where larger machinery is impractical due to limited space. This versatility and features allow our equipment to adapt to various tasks and environments, especially in operating tight spaces and navigating in urban areas with limited space. Their agility and manoeuvrability make them well-suited for activities such as landscaping, trenching, demolition, and utility work in urban construction sites. Additionally, their smaller footprint minimises site disruption and reduces interference with surrounding infrastructure, making them preferred options for projects in heavily populated areas.



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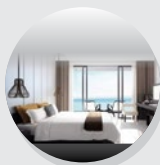
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# “Our compaction products are a true testament to Atmanirbharta.”

Volvo CE is a leading manufacturer of construction equipment, offering a range of products in over 140 countries. **Dimitrov Krishnan, Managing Director, Volvo Construction Equipment India,** speaks on the company's growing focus in the compaction business in India, and how it aligns with their broader goals and vision.

**The Indian construction equipment Industry experienced a substantial 26 per cent rise in sales volume in the financial year 2023-24. How does Volvo CE's plan to capitalise on this positive industry growth momentum to further enhance its market position and sales performance across its product segments?**

From my perspective, the volume growth in our market is driven both by domestic demand and export growth and it's clear that the Indian CE market size is close to hitting the \$10 billion mark. Our business has been particularly strong in road construction, quarrying, mining and bulk material handling segments. In the mining segment, we maintain our leadership position where our focus on total cost of ownership and product suitability continues to drive growth. We've made recent announcements indicating our commitment to this market by investing in a new wheel loader assembly line, with more to come throughout this year. Our commitment to the Indian market remains very high.

**Provide insights into Volvo strategic focus on its compaction business in India and how it aligns with the company's broader goals?**

Our journey into compaction began with the acquisition of

the Ingersoll Rand's road equipment business in 2007, and since then, we've been actively involved in this market worldwide. Our product offerings span soil compactors, tandem rollers, and pneumatic tyre rollers. Localisation is a key aspect, with our products boasting varying degrees of localised content. We're well-prepared for future regulatory changes and technological advancements, ensuring our products meet the highest standards.

So, we have the complete range of compaction equipment what the customer wants for the road construction projects. For soil embankment and granular sub base layers, we have the soil compactors that deliver exceptional performance in variety of materials, then for asphalt layer we have double drum compactors, and to finally finish the roads, we have pneumatic tyre rollers, which is our leading product in the market as well.

**How does Volvo CE contribute to the nation's infrastructure development, particularly through its compaction business?**

Compaction plays a vital role in almost every major construction project, including those in irrigation. Our products are integral to achieving desired soil compaction levels, contributing significantly to project success. Through increased localisation and value addition, we ensure our products meet the diverse needs of such projects, providing



features like forward and reverse compaction options for optimal asphalt rolling performance.

When it comes to irrigation jobs, we have soil compactors with both axle drive and drum drive options. The standard machine comes as an axle drive machine, which is suitable for all soil compaction applications while the drum drive option improves the gradeability of the compactor upwards of 35 deg gradient.

### **What are the key initiatives and strategies that Volvo Construction Equipment is implementing to further strengthen its compaction business in India?**

Our focus is on innovation while increasing localisation and additionally to ensure our readiness to meet evolving regulations. We've recently introduced concepts like battery electric powered mini tandem compactors – designed and manufactured in India. These received great attention in the Excon 2023 and Bharat Mobility show recently. Additionally, we're investing in manufacturing excellence and exploring export opportunities. By ensuring our products are compliant with upcoming regulations, such as CEV 5 emissions standards and the new safety standards, we aim to stay ahead in the market.

**Volvo Construction Equipment has been actively participating in the 'Make in India' initiative. How is the company integrating this initiative into its compaction business operations, including manufacturing, sourcing, and localisation efforts?**

Our commitment to the "Make in India" initiative is through our localised production and continuous improvement efforts. While we maintain global standards in product design and quality, we've adapted



This soil compactor is specially designed for the Indian market.

our offerings to suit the Indian market's specific requirements. This approach has not only strengthened our market presence but also contributed to the nation's economic growth.

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

**Skilling is a critical aspect of the industry. As the Chairman of the Infrastructure Equipment Sector Council (IESC), how do you perceive the current state of skill development within the Indian construction equipment industry?**

We prioritise skilling initiatives to ensure a competent workforce. Our training programmes cater to various skill levels, from novice first time operators to improving skill of seasoned operators by upskilling. Our 90-day programme through our partner GMR foundation offers boarding and lodging, and vocational training. Other than this, we at Volvo CE roughly

train around 3,000 seasoned operators and certify them. This is something we do regularly within our training centre in Bengaluru and at customer sites. We also provide training to dealer operators and partners.

We collaborate with private training partners to offer comprehensive training, including vocational and operator certification programmes. By investing in skill development, we aim to empower individuals and enhance industry standards. Under the IESC activities, about 25,000 operators are being trained every year. In the last 10 years, IESC has trained and certified over 100,000 operators and technicians.

**Lastly, are there any plans for further capacity expansion at your facility?**

While our current capacity meets market demands, we anticipate future growth and are prepared to scale accordingly. This may involve additional manpower and infrastructure enhancements to support our expansion plans. We remain committed to serving the Indian market and aligning our capacity with its evolving needs.





# “We pioneered the intro of battery electric wheel loaders in India.”

SDLG India is a leading provider of construction equipment solutions. **Surat Mehta, Head of SDLG Business in India**, speaks about the company's newly inaugurated manufacturing facility in Bengaluru and how it has enhanced the company's capabilities in serving the Indian market.



**Can you provide an overview of SDLG India's journey in the construction equipment market, especially focusing on its collaboration with the Volvo Group?**

We commenced our journey with SDLG's introduction to India over a decade ago, initially focusing on wheel loaders. At the outset, we imported these products with some reservations about their reception in the Indian market due to the premium reputation associated with the brand. However, with the support we provided to customers, we gained traction quickly. Today, SDLG India constitutes almost 23 per cent to 24 per cent of our total portfolio sales. This means that out of every 100 machines sold, approximately 23 bear the SDLG brand, with the remainder being Volvo-branded machines. This encapsulates our journey.

We began with wheel loaders and subsequently expanded our range to include motor graders. Four years ago, we introduced certain excavators, ranging from 8 to 14 tonne. Our intention is to continue expanding our range systematically.

Regarding our relationship with SDLG, as a Volvo-owned company, we hold around 70 per cent stake in SDLG. While the company is based in China, we recently commenced the assembly and manufacturing of wheel loaders in India.

Consequently, all wheel loaders sold in the Indian market now originate from our

Volvo factory in Bengaluru, where we also manufacture our excavators and compactors. Our plan is to significantly expand our presence in India by broadening our product range and emphasising high levels of localisation.

**The inauguration of SDLG's manufacturing facility in Peenya, Bengaluru, marks a significant milestone. How does this facility enhance SDLG's capabilities in serving the Indian market?**

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 supplier of SDLG equipment.

**With a capacity to produce 1,000 machines annually per shift, what are SDLG's goals in terms of localised manufacturing and product innovation in India?**

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.

### How much local employment has the inauguration of this new facility in Bengaluru generated?

It is challenging to quantify the exact number of indirect jobs generated at this stage. However, more than 40 individuals are directly involved in our assembly line operations during a single shift.

### SDLG offers a diverse range of construction equipment, including wheel loaders, motor graders, and excavators. How do these products cater to the needs of the Indian market?

Firstly, it involves understanding our customers' requirements in terms of machine performance. Secondly, affordability is crucial, ensuring that the capital cost aligns with our customers' budgets. Moreover, ease of maintenance and cost-effectiveness are paramount. We prioritise high fuel efficiency, aiming for optimal material loading per litre of fuel consumed. Additionally, we focus on ensuring our machines are easy to maintain, with minimal intervention required from the SDLG and Volvo team. Safety is another key aspect, both in terms of preventing major breakdowns and ensuring the safety of operators and technicians. As for how, we promote these machines, we rely on our well spread network of distributors across the country, who handles sales and service for the entire SDLG range.

### What segments within the construction does SDLG primarily target in India, and what sets its products apart in these segments?

We primarily target road



The company's machine learning model carefully analyses various factors, such as dimensions, pressures, and performance specifications, to optimise the process.

construction, ports, and material handling industries. Our machines excel in small quarries and plant applications, with road construction constituting a significant portion of our sales. Our unique selling points include high levels of safety for operators and machines, exceptional fuel efficiency, and a robust network of efficient dealers.

Could you elaborate on SDLG's

 **As a global organisation, we are committed to sustainable practices. By 2030, our goal is for 35 per cent of the equipment sold in India to incorporate sustainable technologies.** 

customisation efforts for the Indian environment, as certified by the Automotive Research Association of India (ARAI)?

We undertake various customisations to meet specific customer needs. For instance, we developed a special bucket for tunnelling applications, available in 5-tonne and 3-tonne categories, to address confined working areas. All our products meet ARAI standards and are homologated accordingly.

Additionally, we offer solutions tailored to specific applications, such as handling dimensional stones like granite and marble, which may require different attachments. We also provide customised solutions for port handling, including telematics solutions. Notably, all machines sold in India are connected, allowing customers to receive real-time updates on equipment performance, uptime, and location.

Could you elaborate on SDLG's commitment to sustainable solutions in construction, infrastructure, earthmoving, and mining projects in India?

As a global organisation, we are committed to sustainable practices. By 2030, our goal is for 35 per cent of the equipment sold in India to incorporate sustainable technologies. This commitment extends beyond battery electric technology to encompass innovations in grid electric machines and hydrogen fuel cell products. We envision significant advancements in sustainable technology over the next five to six years, underscoring our dedication to creating a better world.



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# The Powerful Cat 973

A track loader is the one machine that can do it all – clear, load, dig, carry, fill, and more – even in tough or slick ground conditions. The new Cat® 973 track loader combines unmatched versatility with up to 10 per cent better fuel efficiency, more productivity, cab improvements, and optional Payload technology. The 275 hp (205 kW) crawler loader has an operating weight of 65,901 lb (29,892 kg) and replaces the 973K worldwide. It joins the 953 (160 hp/119 kW) and 963 (202 hp/151 kW) in the Cat track loader line.

## Operation made easy

The 973 is the largest track loader in the industry but still offers agility and ease of operation. The updated cab features a suspension seat and adjustable armrests/controls. An

intuitive 10-inch (254 mm) touchscreen dash display is easy to use and features a standard high-definition rearview camera. Slope Indicate helps make operation easier by showing the machine mainfall and cross slope right on the display.

Select joystick or V-lever and pedal steering for transmission controls and either joystick or two-lever implement controls. The joystick option provides familiar controls for operators experienced with skid steers/compact track loaders. With either control scheme, operators can set implement response – fine, normal, coarse – to match operator preference or application. Repetitive lift, lower, rack, dump, and float functions can be preset to make jobs like truck loading easier. Smoother implementation and steering response and improved

steering performance provide more controllability.

## More productivity + less fuel = Greater profit

The 973 is powered by a Cat C9.3B engine. Fuel consumption is reduced by up to 10 per cent with Auto Mode, which will adapt the engine speed to the load. Eco Mode will use an even lower speed for further reduction in fuel consumption in lighter-duty applications. Power Mode will keep engine speed high for a feel of readily available power at all times.

An optional Performance Series bucket boosts productivity by up to 20 per cent. An optional Fusion™ Quick Coupler enables fast attachment changes. A variety of buckets, forks and other tools can be shared among track loaders, wheel loaders, and other Fusion-compatible





## 973 Product Specification

Model	953		963		973	
Engine Model	Cat® C7.1		Cat C7.1		Cat C9.3B	
Emissions	Meets U.S. EPA Tier 4 Final, EU Stage V, Korea Stage V, China Nonroad Stage IV, Japan 2014 emission standards or Eurasian Economic Union Stage IIIA, UN ECE R96 Stage IIIA emission standards, equivalent to U.S. EPA Tier 3/EU Stage IIIA.					
Net Power (1,800 rpm)						
ISO 9249/SAEJ1349	119 kW	160 hp	151 kW	202 hp	205 kW	275 hp
ISO 9249 (DIN)	162 mhp		204 mhp		279 mhp	
Operating Weights <sup>1</sup>						
Standard	15 958 kg	35,181 lb	20 358 kg	44,881 lb	29 892 kg	65,901 lb
Ground Pressure – Standard Shoe	66 kPa	10 psi	63 kPa	9.1 psi	65.8 kPa	9.5 psi
Bucket Capacity <sup>2</sup>						
General Purpose	1.8 m3	2.4 yd3	2.5 m3	3.2 yd3	3.2 m3	4.2 yd3
Performance Series	2.1 m3	2.7 yd3	2.8 m3	3.7 yd3	3.8 m3	5.0 yd3
General Purpose Fusion	1.8 m3	2.4 yd3	2.5 m3	3.2 yd3	3.2 m3	4.2 yd3

machines. Buckets come from the factory with Advansys™ bucket tips/ adapter/locking system. Advansys tips are built for maximum productivity and the lowest bucket lifecycle cost. A hammerless retention system means safe, fast removal and installation without special tools.

Purpose-built low ground pressure (LGP), waste handling/ demolition, and ship hold arrangements are factory-equipped with specialised undercarriage, guarding, and other features designed to take on the toughest tasks. The 973 Steel Mill package includes a specialised cab, insulated steel fuel tank, high-temperature undercarriage, and insulation throughout the machine, making it suitable for handling slag.

### Cat Payload

Cat Payload\* technology delivers precise bucket load information with on-the-go weighing, which helps prevent over- or under-loading. More accurate loading reduces cycle times to help save time, labor, and fuel costs.



Cat Equipment Management telematics technology helps take the complexity out of managing job sites.

### Connect to greater efficiency

Cat Equipment Management telematics technology helps take the complexity out of managing job sites – by gathering data generated by equipment, materials, and people – and serving it up in customisable formats.

- Product Link™ collects data

automatically and accurately from equipment assets – any type and any brand – which can be viewed online through web and mobile applications.

- Access information anytime, anywhere with VisionLink®. A Cat dealer can help configure a customised subscription, available with cellular or satellite reporting or both.
- The Cat App helps manage assets – at any time – right from a smartphone.
- Remote troubleshoot saves time and money by allowing Cat dealers to perform diagnostic testing remotely. Remote Flash updates on-board software without a technician being present, at a convenient time, potentially reducing update time by as much as 50 per cent.
- Application profile and operator ID help save time by saving preferred machine settings.
- Machine Security – Passcode provides an optional additional level of security by requiring an operator to enter an ID before the machine will start.





# India's CE Sales Surge 26% in FY24

With total equipment sales crossing 1,35,650 units as against 1,07,779 lakh units in FY23, the Indian construction equipment industry has recorded a 26 per cent increase in overall sales volume for the financial year 2023-24, surpassing all projections.



**I**ndia's construction equipment industry witnessed a 26 per cent rise in sales to 1,35,650 units in the 2023-24 fiscal on the back of the government's infrastructure-led growth agenda, a report said. As per the data released by the Indian Construction Equipment Manufacturers' Association (ICEMA), the construction equipment (CE) industry had sold 1,07,779 units in the previous fiscal year.

"With total equipment sales crossing 1,35,650 units as against

1,07,779 lakh units in FY23, the Indian construction equipment industry has recorded a 26 per cent increase in overall sales volume for the financial year 2023-24, surpassing all projections," it said.

The statement further said the government's infra-led growth agenda and pre-election impetus on projects in the pipeline triggered positive growth in all five major construction equipment segments.

"The industry's excellent annual performance has been a result of

**Last year, India's CE industry turned in its best ever performance with 26 per cent year-on-year growth in FY23 as sales crossed the one lakh unit mark driving on road construction and railway demand.**



significant increase in demand for construction equipment observed in both domestic as well as exports markets, by 24 per cent and 49 per cent, respectively," it added.

The statement said the total sales of earthmoving equipment—the largest equipment segment of the CE industry—increased to 93,531 units in FY24, which is 21 per cent higher than 77,164 units sold in FY23, accounting for approximately 70 per cent of the total construction

equipment such as concrete mixers, batching plants, concrete pumps, and boom pumps together recorded a 19 per cent year-on-year increase in FY24.

As per the statement, road construction equipment, which was the only segment with negative growth in FY23, made a spectacular recovery in FY24 by selling 6,571 equipment units – a 40 per cent increase from 4,828 units sold in FY23.

Last year, India's CE industry

The sales of backhoe loaders and crawler excavators, accounting for over 90 per cent of total sales of earthmoving equipment, increased by 28 per cent and 17 per cent respectively during the year.

Similarly, concrete equipment sales went up by 26 per cent to 11,787 units in FY23 on the back of an equivalent increase in sales of concrete mixers which contributed around 60 per cent of sales in this segment.



equipment sales in FY24.

Of this segment, the lion's share was accounted for 55 per cent and 35 per cent respective growth in sales of backhoe loaders and crawler excavators, which together make up 90 per cent of the total earthmoving equipment sales. Material handling equipment, including pick and carry cranes and telehandlers, recorded 61 per cent growth in sales volume in FY24, and accounted for 14 per cent of total CE sales, as compared to 9 per cent in FY23. Concrete

turned in its best ever performance with 26 per cent year-on-year growth in FY23 as sales crossed the one lakh unit mark driving on road construction and railway demand.

Growth in FY23 was driven by all four sub-segments of CE industry, except road construction equipment, which recorded slight de-growth of 3 per cent. In terms of product segments, a total of 77,164 units of earthmoving equipment were sold in FY23 – up 23 per cent over the 62,629 units sold in FY22.

Material handling equipment segment recorded a 47 per cent jump, driven by a 25 per cent surge in sales volume of pick and carry cranes, accounting for more than 80 per cent of the total sales in this category.

Telehandler sales also more than doubled in FY23 while the material processing equipment segment consolidated its contribution to total sales with sharp growth in screeners, jaw crushers, impact crushers and cone crushers.





# Preventive Maintenance for Peak Productivity

Choosing a condition monitoring system to minimise downtime and maximise ROI, writes **THIAGO HENRIQUE BUOSO**.

**A**s the saying goes, a watched pot never boils. Rather than idling by the stove, gathering the meal's ingredients first can yield a bubbling pot upon your return, enhancing efficiency.

While the idea of leaving things alone applies to many activities beyond cooking, it is not an effective approach to the screening process within mineral processing environments. Undetected issues with vibrating screens can allow out-of-spec material to pass through in addition to causing further damage over time. Plus, any downtime for repairs can lead to production losses.

It's not viable for operators to monitor vibrating screens all the time. Fortunately, using a condition monitoring system takes this task off their hands, ensuring screens stay healthy without constant attention.

## Proactive performance over reactionary repairs

Any mineral production plant faces the challenges of maintaining the uptime of its equipment while reducing the cost of corrective maintenance. The information that condition monitoring systems provide can therefore be an invaluable asset to quarry and mine managers. However, not all systems are made equally.

Most of the available options on the market are reactive and unable to prevent unscheduled shutdowns and costly reduction in output. This is typically because these systems send only very specific information and



Photo courtesy: Haver & Boecker Niagara

Condition monitoring systems use modern algorithms and artificial intelligence to monitor the health of the vibrating screens on site by forecasting the equipment's dynamic condition, predicting necessary maintenance and providing critical downtime alerts.

often in a format that is difficult for operators to understand.

Condition monitoring systems that stand out from the pack are those that use modern algorithms and artificial intelligence to monitor the health of the vibrating screens on site. These condition monitoring systems use their advanced technology to forecast the equipment's dynamic condition as well as predict necessary maintenance and provide critical downtime alerts. They can identify common types of failures such as lubrication faults, contamination and bearing damage as well as loose

or broken structural parts of the vibrating screen body. Over time, a condition monitoring system should be getting "smarter" by using its artificial intelligence to improve the accuracy of the alerts it sends.

Understandably, purchasing any monitoring system can seem like an additional cost on top of other operational expenses. However, it is important to note that a well-chosen condition monitoring system almost eliminates unscheduled downtimes, significantly reduces corrective maintenance hours and consequently increases equipment performance.



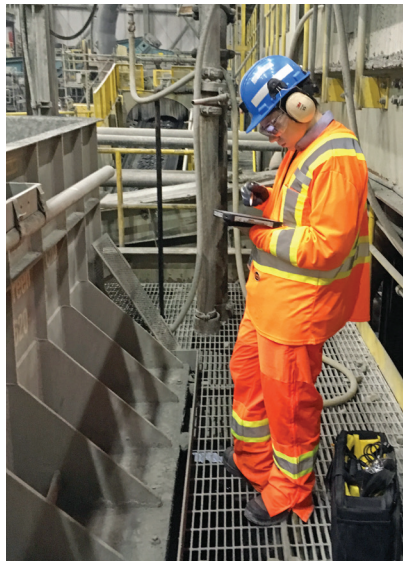


The best manufacturer will not just sell you the system but will partner with you to offer a comprehensive evaluation experience for your production plant. Diagnostics are often the first step, which can involve impact tests, vibration analysis and condition monitoring.

Typically, most operations encounter an average of one significant issue each month, with a total of 10-12 per year. In some cases, just one critical alert effectively pays for an entire three years of a condition monitoring system. And when you consider that certain condition monitoring systems prevent critical failure for just 22 dollars per day, it's hard to refute that the investment is worth the reward.

### Diagraming the diagnostics

While monitoring systems for vibrating screen bearings are common in the market, more advanced options offer 24/7 equipment condition monitoring through permanently installed sensors on both the bearings and the body of the vibrating screens. Although the sensor configurations are customisable, the typical setup involves four body sensors placed on each corner of the vibrating screen with the addition of two bearing sensors. For larger screens, eight body sensors and six bearing sensors are used. In just one day, it is possible to install sensors on multiple machines in case of a plant stoppage. Since receptors do not require the screen to be stopped, they can be installed any



A good manufacturer provides a skilled technician that evaluates screening equipment through a detailed checklist, trains personnel on proper installation and operation of condition monitoring systems and works with the customer to develop a preventative maintenance plan.

time. Condition monitoring can be installed at any point on the equipment, but the sooner the better is the optional time for quick dividends from the service.

Once installed, condition

monitoring quickly gets to work scanning the vibrating screen for deviations that may lead to damage or loss of production. From there, artificial intelligence is used to predict the dynamic conditions of the equipment. For many operations, maintenance time is optimised by noting probable causes of potential failure of the equipment such as loss of stiffness or uneven spreading of material feed on the screen media. Last but not least, customer focus is central to high-quality condition monitoring by providing easily interpreted information every five minutes.

Not only can information be provided continuously, but it can be accessed online and remotely. While these systems are compatible with any Wi-Fi network, integrating data via cable or Application Programming Interface is a good backup in case of any outages. Other benefits of high-tier condition monitoring systems include quality hardware such as industry-leading sensors as well as a long battery life of more than two years, which is noteworthy given the daily use of vibrating screens.

Condition monitoring is most effective for 24/7 operations as well as those who process high-priced materials, work in aggressive or hazardous environments or only have a small maintenance team. Partnering with an OEM-certified technician is a cost-effective first step toward identifying whether such a system is the best fit for your operations.

### All-inclusive inspection

Countless companies have thrown their hat in the ring with a condition monitoring system to gain the business of producers. Some of these companies specialise only in technology with no direct aggregate or mining connections. Others are original equipment manufacturers

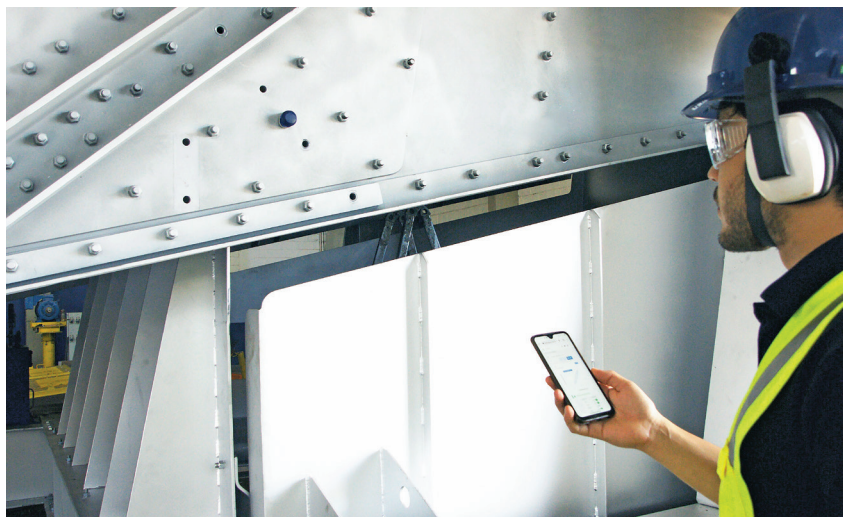


(OEMs) that serve the industries but have limited coverage or service capabilities after initial installation. Those who rise above are manufacturers with the complete package — the equipment and extensive industry knowledge, an experienced team that offers insight and service to customers and a condition monitoring system with the features those customers need to stay competitive.

Part of the value of condition monitoring systems lies in the service that producers receive from the OEM. Even the best systems require a human element when questions arise, training is required or upon new installation. Considering the history and experience level of a manufacturer when selecting a condition monitoring system will undoubtedly save time and prevent future headaches. Start by looking at whether the company has dedicated experience in the mining and aggregates industries. Then, determine how long they have been involved in the industry, what their customer service commitment is like and their territory coverage. A global company that has an expansive service team is much more likely to be able to send someone for a consult, to troubleshoot or to install sensors on a new screen you got than a regional company without that depth of personnel.

Having a deep bench and industry expertise is half of the equation, but the technology and condition monitoring system itself plays a vital role as well. The best manufacturer will not just sell you the system but will partner with you to offer a comprehensive evaluation experience for your production plant. In these cases, an in-depth, eight-point inspection can be provided that thoroughly assesses the efficiency of your operation.

Diagnostics are often the first step, which can involve impact tests,



Condition monitoring systems offer 24/7 equipment surveillance through permanently installed sensors that can be installed at any time on the equipment.

vibration analysis and condition monitoring. Impact tests ensure that each machine is properly calibrated to avoid operating in resonance, which can diminish productivity, incur damage to vibrating screens and pose safety risks. Vibration analysis examines the real-time health of vibrating screens by detecting irregularities. Condition monitoring elevates these results by not just identifying and fixing current issues, but emergent ones. The remaining steps of the inspection can involve using the manufacturer's expertise in processing equipment, engineered screen media, original parts, rebuilds and upgrades, services, plants and process engineering to inspect customers' screening processes in order to recommend best practices for processing proficiency.

Reputable manufacturers will ensure that all information to install the condition monitoring system is available before the components are shipped so that the customer's personnel can install the system themselves. However, it is always good to consider the presence of an OEM technician to help during that process, not only for troubleshooting

reasons but also to register personnel and make certain they all have proper access to and training on the system so they know where to find necessary information.

## Don't let production problems boil over

While a pot on the stove does require an occasional glance, mineral processing equipment needs more immediate attention. Smaller issues like wears or damage to the vibrating screen that are not caught quickly can lead to bigger production headaches — and losses — later on. This is why monitoring systems in line with the latest industry advancements in smart technology are vital for the health of any efficient operation. Finding the right system and manufacturer to partner with can provide the strongest ROI and ensures keeping up with — or beating out — the competition.



**About the author:** Thiago Henrique Buoso is a project and sales engineer for Haver & Boecker Niagara's Diagnostics and Aftermarket Department. He has more than 15 years of industry experience.



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## DRIVING INNOVATION

OTR tyre innovation is transforming India's  
mining and construction industries.





# Driving Innovation

OTR tyre innovation is transforming India's mining and construction industries.



Going back in time, a gamut of Indian tyre manufacturers was focused on highway tyres for mass consumption. But the late 80s brought a change in this mindset, and with the passage of time, the shift towards OTR tyres became the need of the hour. Today, we have ushered into an era where India has emerged as one of the leading manufacturing and consumption hubs of OTR tires primarily in the agriculture and mining segments. In order to meet the growing demand, manufacturers are complementing their production capacities with rigorous R&D and innovation, a telling example of which is the gradual shift to radialisation.

The driving force behind constant innovation is the rate at which OEMs are technologically upgrading their offerings for mining and infrastructure sectors. Be they backhoe loaders, forklifts, tipper trucks, dumpers, cranes, or

excavators, all equipment's go through frequent technological upgradations these days, with respect to diversity of applications and hauling loads. And since OEMs are the major consumers of OTR tyres, it's imperative that tire manufacturers periodically tailor their products in accordance with the clients' requirements.

Apart from this, OTR tyres of the modern age comply with the international standards and score high on abrasion resistance, fuel economy, and energy efficiency. Undoubtedly, innovation has emerged as the key to success. Today, the domestic OTR tyre market is quite competitive and highly concentrated and is catered by top notch players. There has been a noticeable change in the technological upgradations that the Indian industry has adopted.

In the Indian landscape, the market is highly competitive and

dominated by MRF Ltd, Apollo, Tyres, Bridgestone Company, CEAT Tyres, Goodyear Tyre & Rubber Company, TVS Eurogrip, and JK Tyre & Industries. In 2023, JK Tyres developed India's largest OTR tyre, bagging a spot in the Limca Book of Records.

## Market trends

"The OTR tyre industry in India is benefiting from the increasing infrastructural developments and the government's focus on expanding and modernising the transportation and logistics sectors. This has led



**Ashok P Chhajer**  
Sr. General  
Manager – OE  
Sales, (Domestic),  
Balkrishna  
Industries.

to a surge in demand for high-performance OTR tyres. Additionally, the push towards self-reliance and the 'Make in India' initiative has further bolstered domestic production



capabilities, reducing dependence on imports and fostering innovation and competitiveness among local manufacturers,” said **Ashok P Chhajaj, Sr. General Manager – OE Sales, (Domestic), Balkrishna Industries**. BKT as a key player in this sector, is optimistic about the future, is committed to contributing to the industry’s growth, and has continuously invested in state-of-the-art technology and research and development to stay ahead of the curve. “Our focus on sustainability and efficiency in manufacturing processes aligns with global best practices, ensuring that we produce



**Rajiv Budhraj**  
Director General,  
Automotive Tyre  
Manufacturers’  
Association  
(ATMA)

world-class tyres that cater to both domestic and international markets.”

According to **Rajiv Budhraj, Director General, Automotive Tyre Manufacturers’ Association (ATMA)**,

the global anti-China sentiment and the ‘China Plus One’ factor have greatly helped Indian players. Further, with passenger car radial (PCR) tyres providing better returns in the European and North American markets, Michelin and Pirelli are moving into the US and European regions. This has opened avenues for local innovation to be scaled for the domestic market and exports.

“India is going through a boon period as far as infrastructure growth is concerned. The government increased the infrastructure outlay for FY2024-25 to Rs 11.11 billion and this has given a reciprocal boost to spending on equipment to develop infrastructure. The increased demand for construction and mining equipment has correspondingly resulted in a higher demand for tyres, both from OEs as well as from the after-market. As part of the



**Rohit Mathur**  
Head Strategy,  
OTR and  
Communications,  
Bridgestone India

demand go further up,” said **Rohit Mathur, Head Strategy, OTR and Communications, Bridgestone India**.

**Shyam Gyanani, Co-Founder and Executive Director, Trident**



**Shyam Gyanani**  
Co-Founder and  
Executive Director,  
Trident  
International

that reduce machine downtime by eliminating punctures, improve safety, increase tyre life and reduce tyre maintenance.”

### Product mix

The mining industry is slowly moving towards radialisation in tyres. This is growing at approximately 20 per cent for the industry and even OEMs are preferring radial tyres especially in the mining segment. “We play almost exclusively in the radial segment as such we are geared up to meet the expected increased demand for radials by the infrastructure sector,” said **Mathur**.

Bridgestone is known for superior quality right across our product offerings and this holds true for our OTR tyres as well. “We focus on mining- both underground and open cast and dumpers for construction use. Our latest product in the OTR segment is called “Mastercore”. This has longer life, better grip and has better durability. Bridgestone’s global

Atmanirbhar movement from the government, there is a push for the power sector, which is also significantly dependent on coal mining. As this focus enhances, we can expect to see the

demand go further up,” said **Rohit Mathur, Head Strategy, OTR and Communications, Bridgestone India**.

**Shyam Gyanani, Co-Founder and Executive Director, Trident International**, said, “Our focus has been to develop a deep understanding of customers application and tyre related problems and develop application specific tyres and services

### QUICK BYTES

- There’s a gradual shift towards radial tyres, driven by OEMs’ technological upgrades and demand for better performance.
- The Indian OTR tyre market is projected to grow at a CAGR of 8.4 per cent by 2028, supported by infrastructural developments and government initiatives.

R&D has developed a compound for that enables to be cut resistant—a very important feature where the OTR is usually deployed in rough and rugged terrains.”

Says **Chhajaj**, “Radial tyres offer several advantages such as improved durability, better fuel efficiency, and enhanced traction to name a few. These benefits are driving the adoption of radial technology in various applications within the construction, mining, and agricultural sectors. However, the adoption is very slow and still at its nascent stage.”

“At BKT, we offer a product mix as per the market demand. While bias tyres still hold a significant share due to their robustness and cost-effectiveness in certain applications, we have been expanding our range of radial tyres to meet the growing demand. Our radial tyres are designed with advanced technology to provide superior performance, longer life, and increased comfort for operators, and have gained huge acceptability.”

“Certain categories of equipment such as high-speed cranes, long distance haul trucks lend themselves more easily to radicalisation than others. There is equipment such as port equipment, forklifts, skid steers, backhoes, where the use case of bias tyres is more compelling. Currently



The Indian OTR tyre market faces challenges related to economic fluctuations, a need for continuous innovation.

our product mix is predominantly solid and bias, but this is expected to evolve in times to come,” said Gyanani.

“Our offering includes ready to fit foam-filled tyres as well as solid tyres that deliver a low total cost of ownership coupled with peace of mind. Trident has taken a proactive long-term approach to drive business growth and is making substantial investments in design, engineering manufacturing and testing capabilities.”

### Tech drives tyres

Said Gyanani, “Innovation, be in in product or process is one of the key pillars of our company. Some noteworthy mentions include; development of a unique non directional tread pattern (that has been granted a patent in the US), which reduces wear and the need for a left and right fitment. A patented solid tyre performance monitoring system (SMARTIRE) that monitors various parameters critical to tyre safety and longevity. A reinforced foam filling

## The 2024 Budget and schemes like the National Infrastructure Pipeline (NIP) provide the OTR industry with a rich scope to exploit mining and construction opportunities.

compound that reduces the carbon footprint by over 35 per cent.”

Says Mathur, “We believe in the principles of Kaizen, which essentially means incremental innovation and Genbutsu Genba, which translates to decision making based on verified, on-site observations. This has resulted in Bridgestone giving products that are sustainable, have a longer life and do not compromise on quality.”

Despite robust growth, the Indian OTR tyre market faces challenges related to economic fluctuations, a need for continuous innovation, and unprecedented supply chain-related disruptions as raw materials account for nearly

70 per cent of the manufacturing cost of a tyre.

### Poised for growth

That said, the Indian OTR tyre market is projected to grow at a CAGR of 8.4 per cent by 2028, according to a Blueweave Consulting report. The industry is poised to grow by integrating emerging relevant technology such as smart tyres, with sensors and monitoring systems enabling real-time monitoring of tyre conditions, performance data collection and predictive maintenance; developing eco-friendly tyre solutions with a reduced carbon footprint; improving recyclability to address environmental concerns; and continuing optimisation of tyre construction while offering stability, traction and efficiency.

The continued push towards capital expenditure provided by the 2024 Budget and schemes like the National Infrastructure Pipeline (NIP) provide the OTR industry with a rich scope to exploit mining and construction opportunities.







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## POWER WHERE IT MATTERS.

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# “The growth trend of radial tyres in OTR has been steadily rising.”

BKT Tires is one of the leading manufacturers in the off-highway tyre market, specialising in the manufacture of tyres for agricultural, industrial and OTR vehicles. **Ashok P Chhajer, Sr. General Manager – OE Sales, (Domestic), Balkrishna Industries**, speaks on the key challenges and opportunities in the market.

**How do you perceive the current state of the OTR tyre industry in India?**

The OTR tyre industry in India is benefiting from the increasing infrastructural developments and the government's focus on expanding and modernising the transportation and logistics sectors. This has led to a surge in demand for high-performance OTR tyres. Additionally, the push towards self-reliance and the 'Make in India' initiative has further bolstered domestic production capabilities, reducing dependence on imports and fostering innovation and competitiveness among local manufacturers.

BKT as a key player in this sector, is optimistic about the future, is committed to contributing to the industry's growth, and has invested in state-of-the-art technology and research and development to stay ahead of the curve. Our focus on sustainability and efficiency in manufacturing processes aligns with global best practices, ensuring that we produce world-class tyres that cater to both domestic and international markets.

**What are the key challenges that you see for the industry?**

Two of the key challenges are the

fluctuation in raw material prices, particularly natural rubber and supply chain disruptions, due to geopolitical issues, are affecting the timely delivery of materials and products. However, despite these challenges, there are many opportunities. The growing infrastructure projects in India and other markets are driving demand for high-quality OTR tyres.

**What is the growth trend of radials in the OTR segment? How is your product mix in terms of radial and bias tyres?**

The growth trend of radial tyres in the OTR segment has been steadily increasing. Radial tyres offer several advantages such as durability, fuel efficiency, and enhanced traction. These benefits are driving the adoption of radial techn in various applications within the construction, mining, and agricultural sectors. However, the adoption is very slow and still at its nascent stage.

At BKT, we offer a product mix as per the market demand. While bias tyres still hold a significant share due to their robustness and cost-effectiveness in certain applications, we have been expanding our range of radial tyres to meet the growing demand. Our radial tyres are designed with advanced technology to provide superior performance, longer life, and increased comfort for operators, and have gained huge acceptability. 🚧

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# “OEMs are preferring radial tyres in the mining segment.”

Bridgestone India offers premium range of commercial and industrial tyres for all types of terrain and vehicles. **Rohit Mathur, Head Strategy, OTR and Communications, Bridgestone India,** speaks on the current state of OTR tyre manufacturing industry in India.



**How do you perceive the current state of the OTR tyre manufacturing industry in India?**

India is going through a boon period as far as infrastructure growth is concerned. The government increased the infrastructure outlay for FY2024-25 to Rs 11.11 billion and this has given a reciprocal boost to spending on equipment to develop infrastructure. The increased demand for construction and mining equipment has correspondingly resulted in a higher demand for tyres, both from OEs as well as from the after-market.

As part of the Atmanirbhar movement from the government, there is a push for the power sector, which is also significantly dependent on coal mining. As this focus enhances, we can expect to see the demand go further up.

**What are the key challenges and opportunities that you see for the industry in the near future?**

As mentioned earlier, the biggest opportunity is the government's focus towards infrastructure growth. As far as the OTR industry is concerned, the segments are still quite fragmented, and hence consolidation can be an opportunity to achieve economies of scale. When compared to more developed mining markets like Australia, Brazil, South Africa, USA and China, we still have a lot of scope to improve on aspects of operational efficiency as well as machinery advancement.

From tyre industry perspective, the awareness and knowledge to make use of tyres for optimum efficiency is still quite low, which is where Bridgestone has started to educate the customers to help them maximise the value out of our offerings. The industry will benefit greatly with the influx of more skilled labour as well as an increased focused on safety of operations.

**How does your company differentiate itself from competitors in terms of product quality, innovation, and market presence?**

Bridgestone is known for superior quality right across our product offerings and this holds true for our OTR tyres as well. We focus on mining— both underground and open cast and dumpers for construction use. Our latest product in the OTR segment is called “Mastercore”. This has longer life, better grip and has better durability. Bridgestone's global R&D has developed a compound for that enables to be cut resistant— a very important feature where the OTR is usually deployed in rough and rugged terrains.

Our tyre casings are durable, and can be re-treaded multiple times, which provides for a more sustainable offering. Bridgestone also has a regular on site after sales service that includes periodic checks and preventative maintenance.

**What role do technology and innovation play in the development**



and manufacturing process of OTR tyres in your company?

Innovation supported by a strong technology is core to our success. We believe in the principles of *Kaizen*, which essentially means incremental innovation and *Genbutsu Genba*, which translates to decision making based on verified, on-site observations. This has resulted in Bridgestone giving products that are sustainable, have a longer life and do not compromise on quality.

**What is the growth trend of radials in the OTR segment? How is your product mix in terms of radial and bias tyres?**

The mining industry is slowly moving towards radialisation in tyres. This is growing at approximately 20 per cent for the industry and even OEMs are preferring radial tyres



especially in the mining segment. We play almost exclusively in the radial segment as such we are geared up to meet the expected increased demand for radials by the infrastructure sector.

**What is the current market size of OTR tyres in India? What is your outlook on the OTR tyre market beyond 2025?**

There are more than 10 lakh OTR

tyres sold in India excluding the agriculture tyres, currently. The outlook for the OTR segment is bright as both the construction and mining sectors are expected to grow by 12 to 15 per cent over the next few years. Our strategy is to stay ahead of this curve and we intend to capitalise on this by growing faster through focussed segment approach and superior quality products.



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# “Innovation is one of the key pillars of our company.”

Trident has been the specialist in design, development and distribution of industrial tyres and tracks. **Shyam Gyanani, Co-Founder and Executive Director, Trident International,** speaks on the current state of OTR tyre manufacturing industry in India.

**How do you perceive the current state of the OTR tyre manufacturing industry in India?**

The OTR tyre manufacturing industry in India has undergone significant changes over the years. Earlier the OTR tyres were made by manufacturers that produced all types of tyres and it wasn't a focus area. The market was characterised by few sizes mainly for tractors, mining equipment, etc. Today, it is the specialist OTR tyre manufacturers both home grown as well as Indian subsidiaries of international players who cater to both the domestic and overseas market.

The demand profile has also witnessed a significant change that has been driven by expansion in manufacturing, construction and infrastructure. At the same time, machines have become more specialised and require more specialised tyres resulting in many sizes, patterns, grades, etc.

**What are the key challenges and opportunities that you see for the industry in the near future?**

**Challenges:** As machines evolve, their capacity to bear heavier loads and operate at faster speeds places an increased demand on their tyres. This is particularly evident in sectors such as infrastructure development, where productivity



expectations have soared. Compressed project timelines and rising labour costs have increased the urgency for a low cost of ownership, which in turn drives a shift in customer preferences towards more durable and cost-effective tyres. Differentiating products through features like durability, performance, and cost-efficiency is essential in such a competitive landscape.

**Opportunities:** Volatile prices for key raw materials such as natural rubber and petroleum-based inputs such as carbon black, synthetic rubber and chemicals require manufacturers to strive to reduce costs without compromising on quality. The surge in Indian government investments into infrastructure, encompassing roads, ports, airports, and mining, has fuelled a heightened demand for OTR tyres.







Tyre testing machine.

India's rich reservoir of mineral resources drives substantial growth in its mining industry. OTR tyres play a pivotal role in the vehicles deployed for mining operations, thus presenting manufacturers with a lucrative market opportunity.

The landscape of tyre manufacturing in Europe and North America has undergone significant shifts, marked by the closure of numerous manufacturers. Indian OTR tyre manufacturers can capitalise on export opportunities by catering to the global demand for tyres. Electrification of construction equipment in due course will present both challenges and opportunities.

**How does your company differentiate itself from competitors in terms of product quality, innovation, and market presence?**

Trident's focus has been to develop a deep understanding of customers application and tyre related problems and develop application specific tyres and services that reduce machine downtime by eliminating punctures, improve safety, increase tyre life and reduce tyre maintenance.

Our offering includes ready to fit



foam-filled tyres as well as solid tyres that deliver a low total cost of ownership coupled with peace of mind. Trident has taken a proactive long-term approach to drive business growth and is making substantial investments in design, engineering manufacturing and testing capabilities.

**What role do technology and innovation play in the development and manufacturing process of OTR tyres in your company?**

Innovation, be in in product or process is one of the key pillars of our company. Some noteworthy mentions include; development of a unique non directional tread pattern (that has been granted a patent in the US), which reduces wear and the need for a left and right fitment. A patented solid tyre performance monitoring system (SMARTIRE) that monitors various parameters critical to tyre safety and

longevity. A reinforced foam filling compound that reduces the carbon footprint by over 35 per cent.

**What is the growth trend of radials in the OTR segment? How is your product mix in terms of radial and bias tyres?**

Certain categories of equipment such as high-speed cranes, long distance haul trucks lend themselves more easily to radicalisation than others. There is equipment such as port equipment, forklifts, skid steers, backhoes, where the use case of bias tyres is more compelling. Currently our product mix is predominantly solid and bias, but this is expected to evolve in times to come.

**What is the current market size of OTR tyres in India? What is your outlook on the OTR tyre market beyond 2025?**

There are varying estimates of the size of the OTR tyre market so it is difficult to estimate size without specific context. What is certain is that the share of OTR tyres in the overall tyre market and importance will only increase as will India's role as key global supplier of OTR tyres.





# “H2 ICE is ideal for heavy-duty use, providing fuel efficiency.”

Cummins India is the country's leading manufacturer of diesel and natural gas engines. **Nitin Jirafe, Engine Business Leader, Cummins India**, speaks on advantages of using hydrogen internal combustion engines over conventional internal combustion engines.

Cummins inaugurated its Jamshedpur plant. What are the advantages, apart from emissions, of using Hydrogen Internal Combustion Engine (H2ICE) over conventional internal combustion engines powered by fossil fuels? Also how does infrastructure for hydrogen refueling differ from traditional fuel or electric vehicle charging?

Tata Cummins (TCPL) Green Energy Solutions (TCPL GES) recently inaugurated a new manufacturing facility in India. The state-of-art facility is equipped to produce Hydrogen-based Internal Combustion Engines (H2 ICE) for medium and heavy commercial vehicles, as well as other low- to zero-emission technology products. Globally, Cummins has invested across the range of zero-emission technologies, and we are making steady progress to introduce them into India.

The inauguration of this facility reaffirms company's commitment to a cleaner and more sustainable future for India. With zero carbon emissions and high energy density, hydrogen emerges as an important fuel for decarbonisation and high energy consumption heavy commercial vehicle applications.

While H2 ICE emits zero carbon, it also significantly reduces the emission of other pollutants such as NOx and PM, enabling compliance with the latest emission standards. The latest technology on H2 ICE enables

it to provide diesel like performance, which is critical for acceptance of any new technology. A significant advantage of H2 ICE powered by green hydrogen, over conventional fuel, is that the fuel will be produced locally within India, using renewable solar energy, with India having the advantage of being a sunshine country. This will help India to reduce imports of fossil fuels and become Atmanirbhar for its energy requirements.

Hydrogen, being a gaseous fuel in its natural form, has refueling infrastructure very similar to CNG but with higher operating pressure. Refueling/charging time is critical for commercial applications. Compared to electric vehicle charging, hydrogen refueling would be much faster (comparable to CNG). This presents a significant advantage of hydrogen over other zero emission technologies.

**What are the key aspects to be focused for H2 ICE technology for its adoption at a large scale?**

The adoption of any zero-emission solution for the transport sector requires three critical enablers: the availability of fuel with dispensing infrastructure, economic viability, and technology maturity.

With an aim to become Atmanirbhar in energy and to drive global Clean Energy Transition, India launched the “National Green Hydrogen Mission” last year. A key focus area of this mission is the use of







H2 ICE is positioned to be used for heavy duty commercial applications, offering the same required performance, power and fuel efficiency.

Green hydrogen in industrial and transport sectors. This move by government of India will ensure the hydrogen (H<sub>2</sub>) fuel availability. The subsequent phase of the policy is expected to cover the roadmap for H<sub>2</sub> dispensing infrastructure. This will enable the right infrastructure for H<sub>2</sub> usage in transport sector.

Fuel prices contribute for more than 50 per cent of the total operating cost of a long-haul truck. Through interventions under National Green Hydrogen policy and production linked incentives for Electrolyser, the government is ensuring competitive fuel prices, driving economic viability of hydrogen based transportation.

With hydrogen availability and competitive prices ensured, a right hydrogen-based propulsion technology can trigger the transition. The development of H2 ICE emerges as a suitable propulsion technology,

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- Right quantity assurance with fuel sensor.
- Right quality assurance with quality kits.

offering following advantages to trigger mass adoption:

- Technology maturity with high level of similarity with conventional fuel engines.

- Leverage existing ecosystem of suppliers.
- Low complexity chassis integration, (minimal change to the drivetrain, transmission, or chassis).
- High level of similarity with existing powertrains, ensuring minimal aftermarket service intervention.
- H2 ICE is robust to handle hydrogen fuel impurities as compared to fuel cell.
- Lowest initial cost among various zero-carbon fuel technologies.
- 100 per cent hydrogen fueled thus becoming a zero-carbon emission technology.

### What are the various technologies associated with H2 ICE?

H2 ICE is positioned to be used for heavy duty commercial applications, offering the same required performance, power and fuel efficiency. While performance is critical for achieving high efficiency in completing tasks, fuel efficiency is crucial due to its significant impact on operational costs.

There are two main technologies for H2 ICE, with key difference in the fuel injection system: port injection and direct injection. While port injection is relatively a simpler technology requiring minimal changes from existing engine platforms; direct injection is complex and involves finer tuning of the engine and the entire system.

However, the direct injection offers significant advantages, including diesel like performance in terms of power and torque and much better fuel efficiency.

Cummins has developed a breakthrough product with direct injection technology, where we have effectively managed the complexity of the system to deliver superior performance and thus reduce operating costs.





# Powering Continued Global Growth

A new addition to their wheeled excavator lineup, the 10-tonne EW100, utilises both the 2.8 and 3.6-litre Perkins engines to achieve the power and ability of a 14-tonne machine.

For over 175 years, Wacker Neuson has helped shape the construction industry around the world. From their first blacksmith workshop in 1848, to developing the world's first electric rammer in 1930, to today's full range of construction site equipment, Wacker Neuson has led with innovation.

Today, Wacker Neuson has production sites and distributors around the world serving a wide range of industries, including construction, gardening and landscaping, municipal and industrial. With a wide range of products, including their flexible lineup of excavators, the Austrian company is doing more than ever

before to meet equipment needs in nearly every major market.

## Translating performance to a smaller scale

For Wacker Neuson, their original Dual View Dumper's (DV60, DV90 and DV100) flexible functionality was received as a revelation by their customers. By enabling users to change their seat and console position quickly and comfortably, the dumpers helped deliver a safer and more efficient view for operators while they worked on site.

To build on their initial success, the company listened to its customers and realised there was a demand for a similar machine with a smaller

footprint. They selected on the 1.7-litre Perkins® 403J-E17T to power the more compact solution, the DV45 Dual View Dumper – moving from a 6-tonne dumper down to a 4.2-tonne version for more economical power.

## Introducing the DV45

“A big challenge was the available installation space. The key factor was to have a small engine with high power density and no-charge air cooler,” says Alexander Pfefferkorn, senior engineer, Engine Integration.

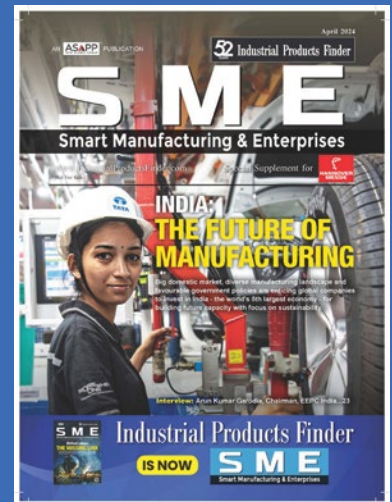
The smaller DV45 dual view dumper allows users to navigate smaller worksites with greater ease and



The company's machine learning model carefully analyses various factors, such as dimensions, pressures, and performance specifications, to optimise the process.



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– Stefan Bogner,

Managing Director, Wacker Neuson

safety, without compromising on the power necessary to move heavy loads.

In addition to already proven safety features, further innovations and features have been realised in the DV45. The cabin is rotated via a button on the joystick and can also be used if it is turned sideways in a working mode with lower speed limit (called multi view mode).

Furthermore, the hillhold function prevents the machine from rolling



The company's machine learning model carefully analyses various factors, such as dimensions, pressures, and performance specifications, to optimise the process.

away when it is parked on a slope or the foot is taken off the accelerator. The seat-belt monitoring system is also available with a start prevention system to ensure, that the operator is using the seat belt before starting the machine. A noticeable reverse sound, the skip guard and the access and aggress in signal colour also account for additional safety features of the DV45. To ensure that the machine does not roll when it's not supposed to, the operator has access to the hydrostatic break function. This function intervenes in the hydrostatic all-wheel drive during driving if the foot is taken off the accelerator and slows the machine down automatically, and activating the brake lights at the

same time. Two available cameras in both directions (where the camera under the skip is installed as a standard) with included washing system, help expand the all-round view for the user.

Additionally, the Perkins engine used is equipped with an auto stop function which switches off the engine if the machine is not used for a pre-set time. This time can be set by the user and can also be turned off.

### An expansive collaboration

A new addition to their wheeled excavator lineup, the 10-tonne EW100, utilises both the 2.8 and 3.6-litre Perkins engines to achieve the power and ability of a 14-tonne machine.

With a 100 kW Perkins engine in place, they have further helped users whose work demands they drive on shared roads to reach their job sites while minimising costly fuel consumption and delivering a lower CO<sub>2</sub> footprint.

"Within the development phase, you choose and select different manufacturers, and in the end it comes down to value, performance, and service network," says Ronald Ganzenhuber, product manager/mobile excavators, "and all of that made us choose Perkins as the engine supplier for this particular machine."



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# Bridgestone unveils new Dueler All-Terrain 002

Bridgestone India launched the Dueler All-Terrain (A/T) 002 tyre with enhanced grip and stability. The Dueler A/T002 is the latest innovation in tyre technology tailored for a seamless on-road and off-road experience. Dueler A/T002 is the latest addition to Bridgestone's Dueler range especially designed for SUVs & 4X4 offering excellent wet and dry grip and handling, and superior wear life. This new generation, premium quality



tyre is specially designed to enhance off-road capabilities without compromising on-road performance, setting a new benchmark for all-terrain driving.

Engineered with a 5 Rib technology featuring hexagonal blocks and a staggered pattern architecture, this tyre ensures even stiffness and contact pressure distribution, resulting in superior wear life.

"We at Bridgestone India are committed towards giving the Indian

market world class products that offer superior driving comfort and safety. The Dueler All-Terrain AT002 is one such example where Indian customers will benefit from a premium product that is the best in its class and is backed by world class technology" said Hiroshi Yoshizane Managing Director, Bridgestone India.

The New Dueler All-Terrain AT002 is especially designed for SUVs and 4x4 giving customers an excellent on road and off-road driving experience.

## Dalmia selects Roadzen's DrivebuddyAI to enhance fleet safety

Roadzen announced that Dalmia Transport & Logistics has selected Roadzen's proprietary ADAMATICS technology platform, DrivebuddyAI, for its fleet operations. Roadzen's strategic partnership with Dalmia will span five years. The selection of Roadzen's technology was finalised after a comprehensive three-month validation process of DrivebuddyAI by Dalmia. ADAMATICS combines Advanced Driver Assistance Systems (ADAS) using neural networks along with telematics technology and incorporates advanced safety features such as collision avoidance and driver drowsiness detection. Coupled with video-telematics, it enables real-time audio warnings and tagging of recorded incidents. This marks a significant move towards enhancing safety and operational efficiency within the fast-growing logistics industry in India.

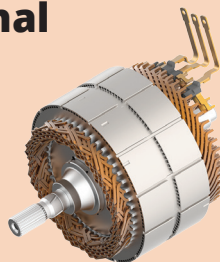
DrivebuddyAI, a subsidiary of Roadzen, is at the forefront of leveraging AI for enhanced fleet safety and insurance, offering innovative solutions like ADAMATICS.

## BorgWarner secures additional eMotor business with XPeng

BorgWarner announced two high-voltage hairpin (HVH) eMotor business wins with XPeng for use on two upcoming SUV models. The recently-secured contracts include BorgWarner's advanced oil-cooled 800V eMotor systems, comprising stator and rotor components customised for the vehicles. The start of production is planned for 2025. BorgWarner's HVH220 eMotor offers high power and torque density,

enhanced efficiency, and superior durability.

The HVH220 eMotor, featuring BorgWarner's patented high-voltage hairpin winding technology, operates within an 800V propulsion system. This motor solution integrates a permanent magnet rotor and proprietary stator insulation.



## Cooper Corp's diesel engines get ARAI stamp of approval

Cooper Corporation, based in Satara, Maharashtra, celebrates ARAI certification for its Diesel Engines, affirming compliance with CPCB IV+ emission regulations. ARAI, affiliated with the Ministry of Heavy Industries, India, certifies engines ranging from 3.5 to 250 kVA, signifying adherence to stringent emission standards.

Farrokh N Cooper, Chairman and MD, expresses pride in achieving this milestone, emphasising the company's dedication to environmental sustainability and



engineering excellence. Cooper's Diesel Genset Engines, renowned for performance and fuel efficiency, cater to diverse sectors like healthcare, industrial, and data centres. The certification underscores Cooper's commitment to quality and innovation, positioning it as a responsible industry leader.



## BKT showcases Earthmax OTR tyre range at WasteExpo 2024

BKT displayed its Earthmax OTR tyre range on booth 3865 at WasteExpo, the global trade show for the recycling industry, from 7-9 May. The show is North America's largest trade show that focuses on solid waste, recycling, organics, food waste recovery, and sustainability. "WasteExpo provides an important opportunity for BKT to share our offerings with North America's solid waste and recycling industries," says Chris Rhoades, vice president OTR at BKT USA.

## ELGi's EG SP range of oil-lubricated screw air compressors

Elgi Equipments, one of the world's leading air compressor manufacturers, has introduced the EG SP (Super Premium), upgrading the world renowned EG Series portfolio of oil-lubricated screw air compressors. These machines represent a notable advancement in compressed air technology, offering customers significant energy efficiency gains of up to 15 per cent, best-in-class warranty and performance, with low life cycle costs in the 90-110kW compressor range.

The upgraded ELGi EG SP units embody newly configured two-stage aircends, featuring the proven -V



profile, which optimises the overall compression process, resulting in up to 15 per cent savings in specific power consumption. This ensures extended component lifespan. The IE4 super premium motors, enable seamless integration of advanced design and cutting-edge technology.

## Finolex Cables introduces single core HFFR cables

Finolex Cables, renowned for its cutting-edge electrical solutions, introduces FinoGreen Eco-Safe single core halogen free flame retardant (HFFR) industrial cables, placing a paramount emphasis on safety and sustainability. These eco-conscious wires, crafted from recyclable raw materials, emit minimal smoke and



contain zero halogens, aligning perfectly with Finolex Cables' unwavering commitment to sustainability.

Manufactured with specially formulated thermoplastic insulation

HFI-TP 70, the FinoGreen wires boast low smoke and zero halogen emissions, further enhancing their eco-friendly profile. Notably, the

packaging for FinoGreen wires is thoughtfully designed in green boxes, symbolising environmental consciousness and making a clear statement about the product's sustainable attributes.

Designed to mitigate safety risks in electrical installations, these cables are pivotal in averting accidents, particularly fires, commonly caused by electrical sparking at termination or jointing points.

## Ramkrishna Forgings to provide EV components to US giant

Milesh Gandhi, Executive Director, Ramkrishna Forgings, expressed that the collaboration between their company and the EV industry signifies their ongoing dedication

to innovation and their ability to meet industry demands. He stated that leveraging their expertise spanning over four decades in forging components they take pride



in providing products that assist customers in saving valuable development time and accelerating market entry.

Gandhi added that through their

continuous innovations they maintain a commitment to creating value for customers and contributing to the global advancement of sustainable mobility.

## DICV to foray into battery electric market

Daimler India Commercial Vehicles (DICV) announced its foray into the Indian battery electric market with the all-electric, Next-Generation eCanter. The market launch of the all-electric eCanter in India demonstrates the company's first step towards its larger vision to decarbonise its entire product portfolio in the long term. The all-electric eCanter will be launched in the market within the next 6 to 12 months.

# Case CE Expands Wheel Loader Range with New 651G

Case CE has rolled out its all-new 651G wheel loader, filling the gap between the company's 621G and 721G, at an operating weight of 30,890 pounds. The eighth model in the range has a lift capacity of 16,100 pounds and nearly 24,000 pounds of breakout force.

The 651G is powered by a 172-horsepower FPT engine with selective catalytic reduction technology to increase fuel efficiency, keep exhaust temperatures low and eliminate regeneration, Case says. That also means no diesel particulate filter. Two power modes are available: Max for full power or Smart for up to 10 per cent fuel savings compared to Max mode.

Three loader arm configurations are available. The Z-bar linkage offers maximum performance, while the XR configuration provides longer arms for increased dump height. The XT

parallel arms are ideal for loading and material handling with a bucket or forks.

The 651G's hinge pin height is four inches higher than the 621G for better clearance when loading trucks and mixers. A new curved bucket offers better material retention. It also gets a larger hydraulic pump, which provides more flow for faster cycle times.

The 8-inch LCD touchscreen display and adjustable electrohydraulic controls allow operators to independently set boom and bucket responsiveness to smooth, moderate or aggressive. Three configurable buttons allow the operator to pre-programme three functions or settings.

Operators can weigh loads and track material moved with an optional integrated payload system. Detailed reporting on the



system is available through Case SiteWatch telematics.

The large single-paned front window, rear sloping hood and optional LED light package and backup camera improve visibility. Additional features in the roomy cab include a fully adjustable workstation, AC and heat, multiple seat options and Bluetooth radio and phone connectivity.

# JLG's New SkyTrak 8042 Telehandler

The 8042 has an 8,000-pound lift capacity, a max lift height of 42 feet and max reach of 29.5 feet.

JLG has redesigned its new SkyTrak 8042 Telehandler from the ground up for lighter weight and easier transport. The 8042 has an 8,000-pound lift capacity, a max lift height of 42 feet and max reach of 29.5 feet. It joins the 6,000-pound-capacity 6034 and 6042 released last year as the first of redesigned SkyTrak telehandlers.

The company says every feature on the new telehandler has been "reviewed, retooled and reworked."

The cab gets a new design and has a larger LCD screen for displaying more data and larger single-page



load charts. The telehandler also gets a new advanced control system that can handle such options as load stability indication, which senses forward load capacity and displays it with color coding; seatbelt engagement and operator presence; and improved diagnostics, the company says. Boom speed has been



increased 8 per cent over previous models, and JLG reduced the number of hydraulic hoses and connections on the telehandler by 30 per cent. It runs on a 74-horsepower Deutz diesel engine that doesn't require diesel exhaust fluid to meet Tier 4 Final emissions standards.



# Firstgreen Rockeat Line of Remote-Control Electric Skid Steers



Firstgreen Industries has expanded its line of cabinless, electric skid steers with the new Rockeat models. Offering near-silent operation, the skid steers produce zero carbon emissions and include minimal operating fluids.

The Rockeats come in two models, the 700 and 1200. The 700 is 67 inches wide, and the 1200 comes in at 71 inches wide. These units are 63-inches tall, nearly two feet shorter than Firstgreen's Elise line.

Both styles are compatible with either lead-acid or lithium-ion batteries, depending on the operator's preference. Rockeat machines are charged using standard 110-volt or 220-volt outlets.

According to Firstgreen, the standard 96-volt battery has a 280 Ah capacity and can be fully charged in 5 hours. A fast-charge option is available. Depending on the type of battery installed, the Rockeat machines can sustain up to 4 to 6 hours of continuous operation. The machines are powered by 36.2-horsepower motors that deliver a maximum torque of 89 pound-feet.

Firstgreen says the Rockeat 700

model can carry a maximum load of 1,500 pounds, and the Rockeat 1200 tops out at 3,300 pounds.

Firstgreen says the Rockeat 700 model can carry a maximum load of approximately 1,500 lbs and the Rockeat 1200 tops off at a maximum of 3,300 lbs. "We are thrilled to introduce Rockeat skid steers to the U.S. market, which represents a significant leap forward in safety and sustainability for traditionally dangerous, high-emission industries like construction and mining," said Marcus Suess, chief operating officer for Firstgreen Industries in North America.

Formerly known as Kovaco Electric, the company introduced the first commercially available full-size electric skid steer, the Elise, in 2021. This was followed a few years later with the unveiling of the "world's first cabinless remotely operated electric skid steer," dubbed the Elise CBL.

Designed with a low clearance, a 360-degree camera, and remote operability, Rockeat machines expand the company's focus on safety and efficiency in mining, construction, and other

hazardous industries.

According to the U.S. Bureau of Labor Statistics in 2022, an object or equipment caused 484 workplace fatalities, with about 75 per cent involving heavy equipment. In addition, mining fatalities reportedly went up by 31 per cent from 2022 to 2023, and construction fatalities continued to increase.

"With continued national support to accelerate the expansion of critical mineral mining projects on home soil, we take great pride in offering a solution that not only addresses pressing environmental concerns but also contributes to the resurgence of the homegrown industry," Suess said.

With no operator on or in the machine, it can access hazardous or contaminated environments. Firstgreen says the Danfoss-developed remote and the 360-degree camera give the operator control to make accurate and refined movements, increasing precision during excavation or material handling. The machines are designed with a low profile to navigate and function in confined or restricted spaces.



## COMPACTOR



### 1 | North Western Railway

**Details:** Tenders are invited for the supply of desiccant compactor kit.

**Submission Date:** 11 July 2024

**Location:** Abu Road, Rajasthan

**Contact:** Principal Chief Materials Manager, Abu Road, Rajasthan

## CONVEYOR



### 2 | Steel Authority of India

**Details:** Tenders are invited for Auction sale of scrap Hv Fa 34004092, Steel rolls, ss scrap, electrical scrap, miscellaneous scrap, ci rolls, conveyor belt scrap

**Submission date:** 08 June 2024      **Location:** Rourkela, Odisha

**Contact:** Subash Mohanty (GM I/c -Mktg, SAIL, RSP), Rourkela, Odisha. T: 0661-2447623, [rsploi@mjunction.in](mailto:rsploi@mjunction.in)

### 3 | Neyveli Lignite Corporation

**Details:** Tenders are invited for supply of impact idler for 1600mm conveyor.

**Submission Date:** 10 June 2024      **Location:** Neyveli, Tamil Nadu

**Contact:** Chief General Manager (CGM), Materials Management, NLC India Limited , Neyveli-607807, Tamil Nadu

### 4 | Tamil Nadu Electricity Board

**Details:** Tenders are invited for the supply of alloy steel chains for unit iv scrapper conveyor feeders.

**Submission date:** 18 December 2024

**Location:** Tuticorin, Tamil Nadu

**Contact:** The Superintending Engineer, Purchase & Administration, SPARES Division, Tuticorin Thermal Power Station, Tuticorin- 628004, Tamil Nadu.

### 5 | Damodar Valley Corporation

**Details:** Tenders are invited for procurement of conveyor belt- 2000mm X NN 1000/4, 5+2 used in CHP, RTPS.

**Submission date:** 28 June 2024

**Location:** Kolkata, West Bengal

**Contact:** 3rd Floor, C&M Department, DVC Towers, VIP Road, Kolkata-700054, West Bengal

### 6 | Eastern Coalfields

**Details:** Tenders are invited for the supply of 800 mm width type 3 PVC conveyor belting

**Submission date:** 05 June 2024

**Location:** West Burdwan, West Bengal

**Tender value (Rs):** 242,217,708

**Contact:** Govind Kishor Masram, Sodepur Central Stores, Post - Sundarchak, Dist - West Burdwan-713360, West Bengal

## CRANES



### 7 | Northern Railway

**Details:** Tenders are invited for the supply of telescopic boom crane of minimum 175 T with 1750 tonne-m capacity

**Submission date:** 08 July 2024

**Location:** Mumbai, Maharashtra

**Contact:** Principal Chief Materials Manager, Mumbai, Maharashtra



### 8 | Rajasthan Rajya Vidhyut Prasaran Nigam

**Details:** Tenders are invited for servicing overhauling repairing of overhead EOT 180 25 tonne crane in transformer repair work shop at Heerapura.

**Submission date:** 18 June 2024      **Location:** Jaipur, Rajasthan

**Tender value (Rs):** 955,944

**Contact:** Superintending Engineer, 400kV GSS Heerapura Campus, Ajmer Road, Jaipur-302005, Rajasthan. T: 0141-2949751, se.tnc.jprcity@rvpn.co.in, www.rvpn.co.in

### 9 | Neyveli Lignite Corporation

**Details:** Tenders are invited for the supply of crawler mounted crane with lifting capacity 150 t or more at an operating radius of 5 m.

**Submission date:** 12 June 2024      **Location:** Neyveli, Tamil Nadu

**Contact:** (Chandrasekhar B) Chief General Manager, MM Complex (P&M section), Dr.Rajendra Prasad Road; Block 27; Neyveli-607807 Dist: Cuddalore, Tamil Nadu

### 10 | Department of Atomic Energy

**Details:** Tenders are invited for Supply commissioning of 15/5 mt EOT crane with spares removal of existing crane.

**Submission date:** 11 June 2024      **Location:** Hyderabad, Telangana

**Contact:** Directorate of Purchase & Stores, Nuclear Fuel Complex, HRP, ECIL Post Hyderabad-500062. T: 040-27184159

### 11 | Banaras Locomotive Works

**Details:** Tenders are invited for the supply of wheel for 50 t EOT crane.

**Submission date:** 10 June 2024

**Location:** Banaras, Uttar Pradesh

**Contact:** Principal Chief Materials Manager, Banaras, Uttar Pradesh

### 12 | Chittaranjan Locomotive Works

**Details:** Tenders are invited for E-Auction for Sale of various types of Vehicles, Crane, Machines i.e. Lathe, Drilling/ Milling/ Boring, Transformer, Rectifier, Ferrous and Non-ferrous scraps i.e. copper, aluminium, etc.

**Submission date:** 28 June 2024

**Location:** Chittaranjan, West Bengal

**Contact:** Principal Chief Materials Manager, Chittaranjan-713331, West Bengal. T: 0341-2525592/ 2535668, F: 0341-2535668

### 13 | Eastern Railway

**Details:** Tenders are invited for supply, installation and commissioning of diesel hydraulic road mobile crane, capacity 20 t.

**Submission date:** 17 June 2024

**Location:** Kolkata, West Bengal

**Contact:** Principal Chief Materials Manager, Kolkata, Rajasthan

### 14 | Eastern Railway

**Details:** Tenders are invited for supply, installation and commissioning of EOT crane, capacity of 5 t along with 70 m shrouded type DSL with each crane.

**Submission date:** 13 June 2024

**Location:** Kolkata, West Bengal

**Contact:** Principal Chief Materials Manager, 2nd Floor, Fairlie Place, 17, Netaji Subhas Road, Kolkata-700001, West Bengal



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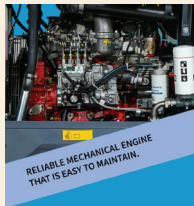
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**DATE:**  
**9<sup>th</sup> & 10<sup>th</sup>**  
**October, 2024**

# 14<sup>th</sup> **RAHSTA** **EXPO**

**VENUE:**  
**Hall 1, Jio World**  
**Convention Centre**

**RAHSTA (Roads & Highways Sustainable Technologies & Advancements) Expo 2024**



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