

Equipment INDIA

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October 2024 • Vol. 17 No. 09

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MINING REVOLUTION

The Indian mining industry has shifted from manual to mechanized operations, embracing varying levels of technology and automation.



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GEAR UP FOR INDIA'S BIGGEST CONSTRUCTION FESTIVAL

As we approach the much-anticipated 10th India Construction Festival, we at ASAPP Info Global are thrilled to invite you to join us for a two-day celebration of innovation and collaboration in the construction sector. Scheduled for October 9th and 10th at the Jio Convention Centre, this festival promises to be a pivotal event that will shape the future of India's infrastructure landscape.

The festival's agenda is packed with engaging sessions, starting with the **RAHSTA Conference** on both days, where industry leaders will discuss the latest advancements and challenges in our sector. The **22nd Construction World Awards** on Day One will honor exceptional achievements, while Day Two will culminate in the **RAHSTA Awards** and the **12th Equipment India Awards**, recognising the trailblazers in construction and equipment.

We are excited to welcome an impressive roster of industry executives, including CEOs from major companies like Caterpillar, Tata Hitachi, Action Construction Equipment, JCB, Doosan, BEML, Case, Ammann among others. Their insights will provide invaluable perspectives on the future of construction in India, particularly as we witness a remarkable growth trajectory. The construction equipment industry is projected to grow at a CAGR of 12 per cent to reach \$25 billion by the end of this decade, a testament to the government's commitment to enhancing infrastructure.

The data speaks for itself: India is not only the third-largest market for construction equipment but also has the potential to emerge as a global manufacturing and export hub. Companies like JCB are leading the way, reporting significant profit increases and robust sales figures, underscoring the vitality of this sector.

Moreover, the recent growth in India's mining sector, with a remarkable 7.5 per cent increase in FY24, reinforces the momentum in construction-related industries. The rise in iron ore and limestone production reflects strong economic activity, further supporting the growth of energy, infrastructure, and machinery sectors.

At MINExpo, Caterpillar has released a series of product and service advancements. Similarly, Komatsu highlighted its expanded underground mining product lineup. BKT exhibited its new BKT Tire Track Pro tyre management system and several Earthmax OTR tyres. As we look forward to IMME 2024, set for later this month, it is evident that the spirit of innovation is alive and well in our industry.

We invite you to immerse yourself in this vibrant community at the India Construction Festival. Together, let's explore the trends, celebrate achievements, and drive forward the vision of a robust and resilient infrastructure in India.

See you there!



Pratap Padode

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INSIDE

Cover Story: Mining Equipment Mining Revolution

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The Indian mining industry has shifted from manual to mechanised operations, embracing varying levels of technology and automation.



“We assist in creating more sustainable mining operations.”

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– Brad Higgings, General Manager Sales – APAC/EMEA, Austin Engineering.



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– Neeraj Waghela, Head of Product Development, ElectroMech Material Handling Systems (India).



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– Manpreet Sachdev, Founder & CEO, Elite Material Handling Company.



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– Aniket Sawarkar, CEO, Avcon Systems.

CYLINDER HEAD & CYL. BLOCKS MACHINING

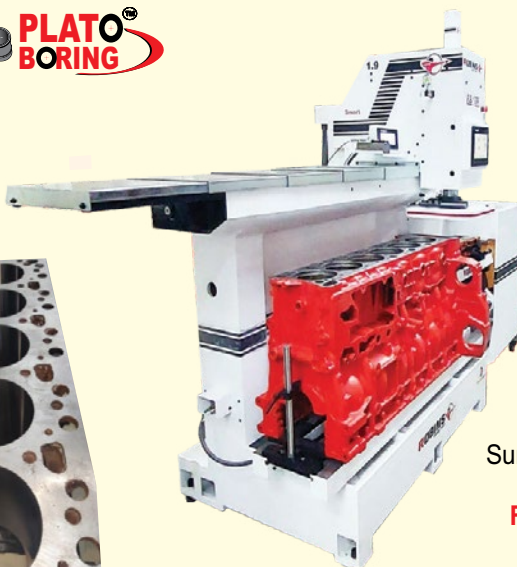
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- Surfacing Machines • Cylinder Block Surfacing Machines
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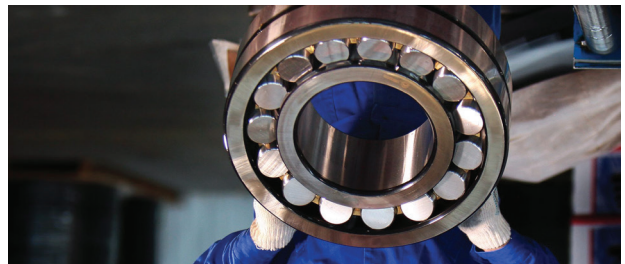


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India's major infrastructure projects highlight the urgent need for a skilled workforce.

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At a time when even the Supreme Court forced the Government of India to reveal the donors to the electoral bond scheme, there are associations in India, which are not maintaining the spirit of transparency, argues PRATAP PADODE.

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India bearings market is projected to reach \$6714.8 million by 2032, growing at a CAGR of 13.5 per cent from 2024 to 2032.



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Tata Hitachi launches ZAXIS 38U



Tata Hitachi launched the all-new 3.5-tonne mini excavator ZAXIS 38U. This machine is specially designed for Indian application conditions and to meet the evolving needs of the construction industry, the ZAXIS 38U offers unmatched performance, efficiency, and durability, making it an ideal choice for a wide range of applications.

The ZAXIS 38U is a compact excavator that combines advanced technology with a robust design, ensuring high productivity and operational ease in confined spaces. Engineered with a compact, short tail swing radius, the ZAXIS 38U operates efficiently in tight spaces, making it versatile for various applications, including urban construction, landscaping, and utility work. Equipped with a high-output

Japanese engine, this model delivers superior power and performance, supported by an advanced hydraulic system that ensures smooth and efficient operation, enhancing overall productivity on the job site.

Tata Hitachi places a strong emphasis on operator comfort and safety in the ZAXIS 38U.

The machine features a spacious canopy with ergonomic controls, designed to reduce operator fatigue during long working hours. Additionally, it is equipped with advanced safety features, including a reinforced structure and a rear-view camera for enhanced visibility.

The ZAXIS 38U is also designed with fuel efficiency in mind, which not only reduces operational costs but also minimises environmental impact

by complying with the latest emission standards. Maintenance is made easy with accessible service points, reducing downtime and ensuring the ZAXIS 38U remains in optimal working condition.

Siddharth Chaturvedi, General Manager, Marketing, Tata Hitachi, said, the introduction of the ZAXIS 38U is a testament to our commitment to delivering innovative and reliable solutions that meet the evolving needs of our customers. This model is not only designed to perform but also to ensure the highest levels of efficiency and safety on the job site."

In sum, ZAXIS 38U helps customers stay ahead in their business with its power and promise of its performance, fuel efficiency, and savings.

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Centre keeps ₹65.85 bn for 7 Andhra Pradesh NH projects

Andhra Pradesh's Roads and Buildings Minister, B.C. Janardhan Reddy, announced that the Central government has sanctioned ₹65.85 billion for the development of seven national highway projects, covering a total of 384 kilometers in the state. The projects span routes including Kodumuru-Pericherla, Sangameshwaram-Nallakaluva, Nandyal-Kurnool, Vempally-Chagalamarri, Gorantla-Hindupur, Muddanuru-B. Kothapalli, and Pendurthy-Bavardha.

Reddy highlighted the crucial role played by Chief Minister N.



Chandrababu Naidu in securing these funds through coordination with the Prime Minister's Office, the Union Ministry of Road Transport, and other central authorities.

L&T & partners buy 8.03% stake in Cube

Larsen & Toubro (L&T), along with its affiliates and three other entities, acquired an 8.03 per cent stake in Cube Highways Trust for ₹12.43 billion via open market transactions. The sellers in this deal included Cube Highways and Infrastructure I-D Pte,

Cube Highways and Infrastructure Pte, and Cube Mobility Investments, all of whom offloaded shares through bulk deals on the BSE.

L&T purchased 10.36 crore units of Cube InvIT at an average price of ₹120 per unit.

MYCRANE celebrates major milestone with 10,000 cranes added to platform

MYCRANE, the first global platform for online crane rental, has celebrated a major milestone after recent supplier registrations pushed the platform's inventory of lifting equipment above 10,000 machines.

"Our goal of assembling the world's largest fleet of cranes was rather ambitious when we launched MYCRANE back in 2021 – however that is exactly what we have created," said Andrei Geikalo, MYCRANE founder and CEO.

"Thanks to the sustained efforts of our teams around the world, who have worked hard to communicate the benefits of digitalization to the crane industry, MYCRANE clients now have access to more than 10,000

lifting machines – the biggest fleet of cranes in the world.

"Whether you're lifting hundreds of heavy modules or need a single crane for a short-term project, the MYCRANE team looks forward to helping you create safe, efficient and cost-effective lifting solutions with the right equipment for the job."

Referencing the industry's index of the world's largest crane-owning companies – the June 2024 KHL IC100, which awards a "total maximum load moment rating" of all cranes in a company's fleet – MYCRANE estimates that approximately 30 per cent of the 100 fleet owners listed are registered on its platform.

ACE secures new orders from MoD

India's largest crane company & leading construction equipment and manufacturing company Action Construction Equipment (ACE) has secured an order of 99 special forklifts with a 3-tonne lifting capacity from the Ministry of Defence.

The Indian crane company is dedicated to offering advanced solutions for India's defence needs in tough terrains. As per the recent agreement, the delivery of 285 specialized forklifts and six rough terrain cranes with a 30-tonne lifting capacity are in the pipeline.

The new order for 99 specialised forklifts will significantly boost operational efficiency and effectiveness in demanding conditions. This reinforces ACE's commitment to delivering reliable, high-performance equipment. The forklifts and rough terrain cranes will be deployed to enhance the Ministry of Defence's operational capabilities, offering robust and durable solutions for a variety of critical applications.



In South Asia and the Middle East, 100 per cent of the fleet owners appearing in the KHL IC100 are registered. Official MYCRANE equipment providers include renowned industry leaders such as Al Faris, Denzai Holdings, Hareket, Sanghvi Movers, Sarens, Sinopec Heavy Lifting and Van Adringhem group. The free-to-use MYCRANE platform makes cranes available for hire from professional crane rental partners.

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Mumbai Port Authority to develop marina at sea

The Mumbai Port Authority plans to develop a marina in the sea, moving away from its earlier land-based public-private partnership (PPP) model, according to Chairman Rajiv Jalota. This new initiative will be funded by the port authority itself and executed under the engineering, procurement, and construction (EPC) model. The project is in its advanced stages, with necessary clearances expected soon.

The original plan aimed to build the marina at Princess Dock, where private investors were invited to contribute ₹5.75 billion to develop facilities for docking at least 300 pleasure boats and yachts. However, after two rounds of unsuccessful bids, the authority decided to shift its focus to the sea-based marina.

This initiative is part of Mumbai's larger waterfront regeneration plan, as the port faces limitations in expanding cargo operations due to



its urban location. Developing leisure activities on the waterfront aligns with the city's broader vision for urban revitalisation. South Mumbai, home to the port's land holdings, is a prime location, with significant economic potential for the port's assets. With more than 7,500 km of coastline, India has a limited number of marinas. Mumbai, with its large number of privately owned leisure boats, presents a ripe market for this facility. Currently, around 200 small boats are moored near the Gateway of India at any given time due to the absence of a designated marina.

BMC plans third arm for Ghatkopar-Mankhurd Link road flyover

The Brihanmumbai Municipal Corporation (BMC) is planning to add a third arm to the Ghatkopar-Mankhurd Link Road flyover to improve traffic flow and connectivity. This expansion aims to address congestion issues in the area. However, the project is currently awaiting approval for the increased cost associated with the modifications.

The initial design did not account for this additional arm, which has resulted in a reassessment of the project's budget. Officials are optimistic that the new arm will enhance accessibility and streamline vehicular movement in this vital corridor.

The BMC continues to prioritise



infrastructure development to facilitate smoother travel across the city, and this initiative is part of their broader plan to upgrade Mumbai's transportation network.

Finance Minister reviews urban capex plan

Union Finance Minister Nirmala Sitharaman reviewed the capital expenditure (capex) plans of the Ministry of Housing and Urban Affairs, emphasising the timely and effective utilisation of funds, particularly for the Pradhan Mantri Awas Yojana (Urban) scheme, which aims to address affordable housing in urban India. Sitharaman stressed the importance of accelerating the scheme's progress to meet the country's housing needs. As part of the ongoing reviews of ministries with significant capex allocations, the meeting focused on ensuring the efficient use of the ₹28,628 crore earmarked for FY2024-25. Sitharaman urged the ministry to meet its capex targets for FY 2024-25 and fully utilise the budget by the end of the financial year.

Jindal plans ₹15 bn investment to expand capacity

Jindal India is set to invest ₹15 billion to enhance its production capacity. This investment is aimed at meeting the growing demand for its products and strengthening its market position. The expansion will focus on increasing efficiency and output across various facilities.

The company's strategy includes upgrading technology and processes, which is expected to boost productivity and reduce operational costs. Jindal India is confident that this investment will support its long-term growth objectives and help maintain a competitive edge in the industry. The move comes as part of Jindal India's commitment to sustainable practices and innovation, ensuring that the company remains aligned with market trends and customer needs.

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India targets single-digit logistics costs in five years

India plans to reduce its logistics costs to a single-digit percentage of GDP within the next five years, Union Road Transport and Highways Minister Nitin Gadkari announced during the 'Deloitte Government Summit.' He emphasised that the ongoing construction of highways and expressways will play a crucial role in achieving this goal.

Currently, logistics costs in India range from 7.8 per cent to 8.9 per cent of GDP, according to the National Council of Applied Economic Research (NCAER). Lowering these costs is expected to boost economic efficiency and improve the nation's global competitiveness. Gadkari also outlined his vision for India's automobile industry, aiming to make it the largest globally. India, now the third-largest automobile market after



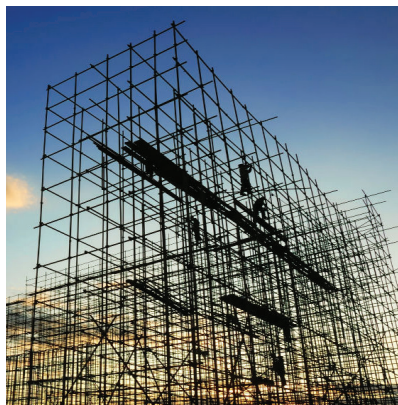
the U.S. and China, has seen the industry's value jump from ₹7.5 trillion in 2014 to ₹22 trillion in 2024. In his broader economic outlook, Gadkari stressed the importance of increasing farmers' purchasing power to drive growth and advocated for boosting exports while reducing imports. He also called for the

development of 'smart villages' alongside smart cities. Gadkari further underscored the importance of performance audits over financial audits in organisations to enhance efficiency and productivity. These initiatives form part of India's strategy to solidify its position as a leading global economy.

Odisha approves investment proposals worth ₹392.71 bn

The Odisha government has approved investment proposals totalling ₹392.71 billion, expected to create 17,098 jobs across various sectors. The approvals were granted during a High-Level Clearance Authority (HLCA) meeting chaired by Chief Minister Mohan Charan Majhi. The meeting cleared 12 key industrial projects spanning sectors such as electronics system design and manufacturing (ESDM), steel, metal downstream, chemicals, cement, green ammonia, and rubber/plastics. These projects will be established in eight districts: Khurdha, Dhenkanal, Jagatsinghpur, Cuttack, Sambalpur, Ganjam, Balasore, and Keonjhar.

The Chief Minister reiterated the government's commitment to industrial growth, aiming to position Odisha as a premier investment destination in India. Among the



approved projects, three proposals from the ESDM sector will be located in Khurdha district, with a combined investment of ₹63.55 billion and 2,320 new jobs. Notably, Siletric Semiconductor Manufacturing Private Limited and Kaynes Circuits India Private Limited will set up manufacturing units for semiconductors and printed circuit

boards. Other sectors include chemical manufacturing in Jagatsinghpur, with Laxmi Organic Industries Limited and Epigral Limited investing ₹53.55 billion and creating 1,900 jobs. The metal downstream sector will see Electrosteel Castings, Jindal (India) Limited, and Bhushan Power and Steel investing ₹121.91 billion in Dhenkanal and Sambalpur, generating 5,570 jobs.

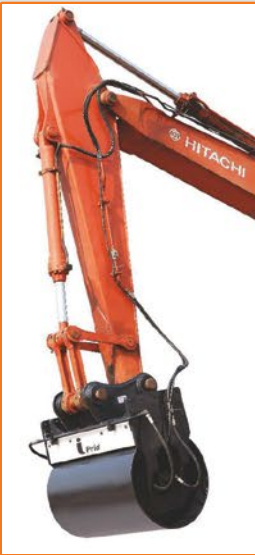
Additional investments include a ₹25.10 billion steel plant by Shyam Steel in Keonjhar, a cement grinding unit in Cuttack by Ambuja Concrete North Private Limited, and a green ammonia project in Ganjam by Torrent Green Hydrogen Private Limited. These initiatives reflect Odisha's focus on becoming a business-friendly industrial hub.





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Volvo CE expands campus to produce electric wheel loaders

Expanded facilities at Volvo CE's campus in Arvika, Sweden, will free up space to produce electric wheel loaders. The 16,000-sq-foot building was constructed in less than a year and will serve as an "after flow facility," where nearly finished wheel loaders will go for the final stages of production and units can be tested.

The Arvika plant manufactures Volvo CE's medium and large wheel loader lines, including the Volvo L110, which the Swedish Prince Carl Philip

test-drove at the facility's opening ceremony. Volvo CE also manufactures electric equipment at its plants in Konz, Germany; Belley, France; and Changwon, South Korea. The expansion is part of a \$6.3 million investment in the plant Volvo CE had announced in January 2023.

Volvo CE said the factory expansion represents the next step in the company's goal "to be entirely fossil free by 2040 and achieve 35 per cent electric machine sales by 2030."



"This facility is an inspiration for a future built on sustainable solutions," said Melker Jernberg, head of Volvo CE. "We are proud to be at the forefront of industry with large-scale investments, not just here in Arvika but around the globe."

Ignite unveils skid steer and CTL angle broom

Ignite has launched a new angle broom for skid steers and compact track loaders. The broom features a 22.5-inch operating height, improving sight lines in front and to the sides of the attachment. "Our team worked closely with parks and rec managers and landscape professionals to identify key pain points with current angle broom options," said Trisha Pearson, Ignite Attachments. "A better view of the area you're sweeping was a major concern across the board." Operators can purchase the unit in either 72- or 84-inch working widths and can choose between a manual or hydraulic angling option with a universal harness.



Hoist & Winch is pillar of support in overhead crane project

The design and installation by Hoist & Winch of replacement end carriages for two overhead cranes reached its conclusion recently with the end user expressing complete satisfaction in the outcome. Previously, the two-tonne swl (safe working load) manual overhead cranes were suffering from potentially dangerous crabbing problems due to the original design of the end carriages. Hoist & Winch thus had a responsibility to work expediently and professionally, with the aim of bringing this concerning issue to a safe resolution. Alongside the supply, installation, hire and load testing of hoist units/cranes for all types of industries, Hoist & Winch also offers lifting equipment refurbishment and rectification services. With each project of this type presenting its own set of challenges, the company comes to the fore in tackling work that competitors often prefer to avoid.

For this project, the relatively high temperature working conditions and access requirements were a factor due to the basement location of the manual cranes.

Kioti releases five utility tractors

The newest expansion to Kioti's utility tractor lineup offers more visibility, improved comfort and an upgraded electronic three-point hitch, the company says. The new RX40 series features five new models:

the RX6640P, RX6640PC, RX7340P, RX7340PC and RX7340PCR. Horsepower ranges from 66 to 73, with the Kioti 4H243T engine in the RX6640P and the 4F243T engine in the other four models. All models are turbo-charged, feature a 26.4-gallon fuel capacity.

Yamaha unveils 2025 UTV lineup

Yamaha has rolled out its 2025 lineup of utility vehicles, unveiling the all-new RMAX4 1000, tech enhancements, improved ride quality and control, and more. The 2025 Wolverine models, available in two- and

four-seat configurations, come equipped with Yamaha's Ultramatic transmission, On-Command 4WD, EPS, a 2,000-pound towing capacity and 600-pound bed capacity, and integration with a wide range of Yamaha Genuine Accessories.

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Raimondi welcomes Director of Sales

Raimondi Cranes, heritage manufacturer of precision heavy lifting machinery, announced the return of Mauro Masetti to the company. Masetti, in his role as Director of Sales, has rejoined Raimondi Cranes to strengthen the company's commercial roadmap with the guidance of Group CEO Luigi Maggioni. Masetti's recruitment underscores the company's commitment to bolstering its international commercial operations, and further expanding the significant Raimondi global footprint.

Based in Milan, Masetti will



reinforce Raimondi's sales division, while masterminding sales growth by building on a strategy that aims to see the company expanding rapidly into overseas locations such as North America and Canada, as well as Northern Europe. With over 25 years

of distinguished experience in the heavy lifting sector, Mauro brings a wealth of knowledge and expertise not only to the role, but to the entire organisation. His extensive career has seen him hold pivotal positions across key heavy lifting players, allowing him to build a robust network and develop a deep understanding of the global market needs.

In welcoming Masetti, Maggioni added that his dedication to the sector resonates with another of Raimondi's core values: building with passion and precision.

UTV lineup unveiled by Landmaster

Landmaster has announced its 2025 UTV lineup with four new trim packages designed to match specific user needs – from climbing hills, towing and hauling to taking the family for a weekend cruise.

The trim packages include factory upgrades at a lesser cost than buying the accessories individually. "With up to 19 factory-installed upgrades included in select packages, customers can save up to \$6,200 compared to purchasing and installing accessories individually at the dealership," the company says.

Built for recreation, this trim package is designed for comfort and leisure use.

New Holland rolls out Midi Excavator

New Holland can now offer contractors a machine between mini and full-size excavators with its newly released E70D. Coming in with an operating weight of 16,072 pounds, a dig depth of up to 14 feet and a dump height of 115 feet, this "midi excavator" is designed for multiple applications, including urban construction sites and tight landscaping jobs.

Operators can expect 10,903 pounds-force of bucket breakout force and 6,519 pounds-force of arm breakout force with the standard arm. The excavator is 8.8 feet high and 82.7 inches wide, with 17.7-inch-wide tracks. The E70D features a 22.5-gallon tank and a 4-cylinder Kubota 60.2-horsepower engine that comes with a reversible fan for cooling and dust management.



Caterpillar launches medium wheel loaders

Cat has refreshed its line of medium wheel loaders — the 950, 962, 966, 972, 980, 982 and XE versions — with new performance and technology features to make operation and

maintenance easier. The new auto front-differential lock removes a task from operators' plates by automatically engaging the differential lock to recover or maintain overall traction. It is available on all 950 to 972 models with joystick steering and all 966 to 972 models with HMU steering.

Mammoet's largest land-based crane

Mammoet has unveiled the "world's strongest land-based crane," the 6,000-metric-ton capacity SK6000. The lifting giant is designed for large energy and infrastructure projects such as refineries, nuclear power plants and offshore

wind turbines.

The ring crane offers a main mast length of up to 561 feet. Using the fixed jib attachment, it can reach a total lifting height of 898 feet. It can lift 3,000 metric tons to a height of 721 feet, allowing project managers to move bigger pieces faster.



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Mining Revolution

The Indian mining industry has shifted from manual to mechanised operations, embracing varying levels of technology and automation.

India, endowed with a wealth of mineral resources, has witnessed a significant transformation in its mining sector over the past few decades. Traditionally reliant on manual labour, the industry is now increasingly adopting mechanised operations, embracing a diverse range of technologies and automation. This article explores the evolution of the Indian mining industry, the driving forces behind mechanisation, and the impact of technological advancements on productivity, safety, and environmental sustainability.

Mining in India dates back thousands of years, with early records indicating the extraction of gold, copper, and iron. However, the modern era of mining began during British colonial rule when large-

scale operations were established. Post-independence, India focused on self-sufficiency and infrastructure development, leading to a gradual increase in mining activities.

Despite the vast mineral wealth, the sector remained largely labour-intensive for many years. Workers used hand tools, and operations were manual, which limited efficiency and productivity. However, as the demand for minerals surged, driven by industrialisation and urbanisation, the need for more efficient and effective mining practices became evident.

Speaking on the trends in the mining equipment industry, Prasant Ganguly, Head – OTR Marketing (Domestic Sales), BKT Tires, said, “The mining industry is increasingly focused on stability, performance,

and comprehensive after-sales service. These trends are driving the need for tyres that offer superior durability and reliability to ensure consistent operations in extreme conditions. High-performance tyres are essential to support heavy mining equipment while delivering optimal load distribution, fuel efficiency, and extended life cycles. As mining companies emphasise stability, they require tyres that can minimise equipment downtime and maintain operational efficiency as well as safety.”



Prasanta Ganguly
Head – OTR
Marketing
(Domestic Sales),
BKT Tires

He added, “Additionally, after-sales service has become a critical factor for optimum tyre performance and end users looking for partners who provide continuous support through tyre performance monitoring, maintenance support at site, and prompt issue resolution. BKT addresses these trends by offering advanced tyre solutions equipped with smart technology for real-time performance tracking, ensuring optimal performance and stability while providing the comprehensive after-sales service that mining operations require.”

Yashvardhan Bajla, Director – Business Development, Taurian MPS, said, “The mining industry is experiencing trends like increased demand for efficiency and digitalisation. There’s a push toward electrification to reduce emissions, requiring equipment that’s both powerful and eco-friendly. Taurian addresses these needs with its Terratrak hybrid track-mounted units that offer efficient, emission-free operation.



Yashvardhan Bajla
Director –
Business
Development,
Taurian MPS



These crushers meet the industry’s demand for reduced environmental impact while also reducing operational costs by up to 80 per cent.”

Mining equipment outlook

The Government of India has allowed 100 per cent foreign direct investment in the mining sector and exploration of metal and non-metal

ores under the automatic route, which will propel growth in the sector. The Government introduced Mineral Laws (Amendment) Bill, 2020, to open a new era in Indian coal and mining sector, especially to promote ease of doing business. The National Mineral Policy 2019 was launched for transparency, better regulation and enforcement, and balanced social and

economic growth into the sector.

Said **Arun Misra**, CEO, Hindustan Zinc, “Mining companies play a crucial role in socio-economic development of the country. Over the last decade, the contribution of the Indian mining sector to the country’s GDP has not been more than 3 per cent. With focussed investment, the mining sector aims to contribute 7 to 8 per cent to the GDP, which could create around 25 million jobs in the country, directly and indirectly, and has the potential to propel GDP growth to more than 9 per cent. Thanks to technological revolution, the nature of mining is constantly shifting. At present, we are contributing to the growth and development of the sector and country at large by creating jobs for more than 22,000 employees currently working and have further created multiple opportunities for downstream and ancillary industries in and around Hindustan Zinc. Other than that, we are also transforming the lives of communities around our operational units through varied CSR initiatives of skilling the rural youth, sustainable farming practices for farmers, mobilising rural women through microenterprises and much more,” he added.



Arun Misra
CEO, Hindustan Zinc



Rajesh Nath
Managing Director, VDMA India

Said **Rajesh Nath**, Managing Director, VDMA India, “Mining would continue to play an important role in India. In actuality, mining accounts for 4 per cent to 5 per cent of our total GDP. Around 60 to 65 per cent of India’s electricity still comes from coal. By 2025, the Ministry of Coal wants to expand coal production from its current level of 740 to 750 million tonnes

to one billion tonnes. India is still one of the few nations in the world where mining is still a major industry. Because of this, even German businesses are optimistic about India.”

Push towards mechanisation

The liberalisation of the Indian economy in the early 1990s significantly influenced the mining sector. As foreign investment poured in and industries expanded, the demand for raw materials skyrocketed. This surge highlighted the limitations of manual operations, prompting mining companies to seek mechanisation as a means to enhance productivity and reduce costs.

Pune-based Trident International specialises in producing industrial tyres for mining equipment, material handling equipment, infrastructure equipment, and construction equipment. **Shyam Gyanani**, Co-Founder and Executive Director, Trident International, said Our concentration is on underground mining within the mining sectors’ tyres for LHDs, jumbo drills, etc. As you are aware, under-

ground mining has its own unique quirks and working circumstances that set it apart from surface mining. As a result of the tight quarters and challenging terrain, operating in underground mines presents safety challenges. If a tyre fails in that setting, whether due to damage or premature manufacturing-related problems, it presents many difficulties. We developed solutions for the underground mining industry because of this.”

The advent of new technologies played a pivotal role in transforming the mining landscape. Equipment manufacturers began to develop specialised machinery tailored to the unique challenges of the Indian terrain and mineral extraction processes. Innovations such as automated drilling systems, hydraulic excavators, and advanced hauling equipment became integral to mining operations.

The Indian government recog-



Shyam Gyanani
Co-Founder and Executive Director, Trident International



The advent of new technologies played a pivotal role in transforming the mining landscape.

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nised the need for modernisation within the mining sector. Various policy initiatives were introduced to facilitate mechanisation and technological adoption. The National Mineral Policy aimed to promote sustainable mining practices and enhance the overall efficiency of operations. Additionally, the introduction of the Mines and Minerals (Development and Regulation) Amendment Act sought to streamline the regulatory framework, encouraging investments in modern mining technologies.

Several Indian mining companies have successfully embraced mechanisation, serving as models for the industry. As one of the largest coal producers globally, Coal India (CIL) has invested heavily in mechanisation, introducing dragline excavators and continuous miners. This shift has led to increased output and reduced labour costs. Vedanta has implemented advanced technologies in its mining operations, focusing on sustainability. The use of automation and real-time monitoring has improved safety and environmental management. Tata Steel has integrated automated systems in its iron ore mining operations, enhancing productivity while prioritising worker safety and environmental compliance.

Challenges

Despite the numerous benefits, the transition to mechanisation is not without challenges. The initial costs of acquiring advanced machinery can be prohibitive, especially for smaller mining companies. Additionally, ongoing maintenance and training for personnel are crucial for maximising the benefits of mechanised operations. The shift towards mechanisation necessitates a workforce that is skilled in operating and maintaining advanced equipment. There is a pressing need for training programmes to equip workers with the necessary skills. Collaborations



between mining companies, educational institutions, and government agencies can facilitate this transition.

While the government has made strides in streamlining regulations, certain bureaucratic challenges remain. Delays in obtaining permits and approvals can hinder the adoption of new technologies. A more transparent and efficient regulatory framework would further encourage investment in mechanisation.

Road ahead

The future of the mining industry in India is poised for further transformation with the continued embrace of automation. Technologies such as autonomous trucks, automated drilling systems, and AI-driven analytics are expected to become increasingly prevalent. These advancements will not only enhance productivity but also allow for real-time monitoring and decision-making.

Said **Brad Higgings, General Manager Sales – APAC/EMEA, Austin Engineering**, “As the global focus on sustainability intensifies, Indian mining companies are likely to prioritise environmentally friendly practices. This includes the use of renewable energy sources, waste reduction

strategies, and responsible land reclamation efforts. Companies that invest in sustainable technologies will be better positioned to meet regulatory requirements and consumer expectations. As the mining industry continues to decarbonise and reduce emissions, we are providing products to assist in creating more sustainable mining operations. We offer lighter-weight products that require less steel in manufacture but are engineered to retain strength and limit wear. Our high-performance trays and buckets have a higher payload, reducing fuel, tyre wear and emissions per tonne of material carried.”

Internally, we concentrate on optimising steel usage across the business, meaning there is less scrap to recycle. We currently recycle 96 per cent of any waste we do generate across our operations globally. We are installing solar panels into our fabrication facilities where we can deliver renewable energy for manufacturing in the future.

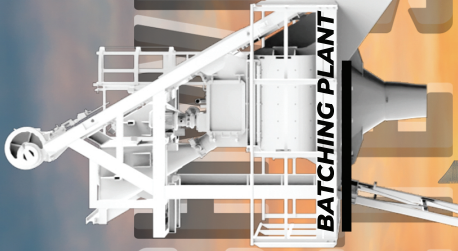
To remain competitive on a global scale, India’s mining sector must continue to innovate. The integration of cutting-edge technologies and practices will enhance the industry’s reputation and attract foreign investment. Collaborations with international firms can also facilitate knowledge transfer and the adoption of best practices.

The mining equipment revolution in India marks a significant turning point for the industry. The shift from manual to mechanised operations has transformed the way minerals are extracted, improving productivity, safety, and sustainability. While challenges remain, the ongoing adoption of technology and automation presents immense opportunities for growth and innovation. As India continues to embrace these changes, the future of its mining sector looks promising, paving the way for a more efficient, safer, and environmentally responsible industry.





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“We assist in creating more sustainable mining operations.”

Brad Higgings,
General Manager
Sales – APAC/EMEA,
Austin Engineering,
speaks on the current
trends in the mining
equipment industry,
and how does the
company stay
competitive in the
global market.



Can you provide an overview of Austin Engineering and its role in the mining equipment sector?

Austin Engineering is a leading global designer and manufacturer of customised loading and hauling solutions, including truck trays, buckets, water tanks and other equipment used in the mining industry.

We partner with mining companies, contractors, and OEMs to create innovative engineering solutions that deliver productivity, efficiency and safety improvements to multi-commodity open-cut and underground operations.

We have operations and manufacturing facilities across APAC (Australia and Indonesia), North America and South America, plus an extensive global partner network. We ensure a complete service through the product's life cycle, offering on and off-site repair, maintenance, and spare parts.

What sets Austin Engineering apart from other companies in the design and manufacturing of dump truck bodies, buckets, and other mining equipment?

At our heart, we are a design and engineering company. We have been building mining equipment for more than half a century and therefore our intellectual property on customised mining equipment is a significant advantage.

We continually use technology and innovation to stay leaders in design and manufacture in order to provide high quality products that deliver returns on investment to our mining customers across the globe.

Our global reach also sets us apart from our peers. We have operations across the world's principal mining regions with teams on the ground that work with customers to design products that specifically suit a particular mine site and commodity application. We are also specialists in providing solutions that are particular to an operation or solving problems or mining challenges.

We can export product anywhere in the world and provide customer services and technical support across the life of our products, providing repairs, maintenance, replacement, and spare parts.

What are the current trends in the mining equipment industry that Austin Engineering is focusing on?

Customers want flexibility in design because they want to get the most efficiency out of their operation, and therefore want products that provide that efficiency and a real return on investment.

Because we have local teams on the ground across a number of global locations, our customers know that we understand the specifics of mining in different jurisdictions. We make products that suit different ores and levels of moisture that accommodate different terrains and environments. And our products are all designed to perform optimally in each of these scenarios.

Customers also demand the best in customer service, and customer focus has been an increased business priority for Austin. Over the last 12 months we've have increased the size of our sales and product support function, which has helped sharpen



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Maintrack tool for trays and buckets is a major value add for customers to optimise asset efficiency and productivity.

our customer focus.

Using the latest technology an innovation to keep customers interested and grow market share is fundamental to our business. Our Maintrack condition monitoring software is one example of where we are not only value adding to the business but providing customers with a superior product.

Maintrack offers the most precise data on the condition of equipment so customers can track wear and time replacement of their equipment more accurately. This is an excellent monitor of equipment health but also avoids early replacement of equipment, CAPEX spend and allows for better maintenance planning.

Our ITrip bucket door latching, and control system reduces maintenance intervals and increases the service life of the components by up to 18 months in some instances.

As the mining industry seeks ways to further decarbonise, we have responded to offer more sustainable product solutions in terms of the amount of steel used in manufacture and offerings that mean trucks can

carry more ore per load, reducing overall tyre wear and fuel usage per tonne carried.

How does Austin Engineering stay competitive in the global market for mining equipment?

As mentioned, having local presence in the world's major mining jurisdictions means we have excellent knowledge of the regions we operate in, and we can directly liaise with and support our customer base on the ground.

We are a fully integrated global business, and our manufacturing processes are almost fully streamlined, or like-for-like, which means we can use our various operations to support each other. For example, if capacity was ever stretched in one facility around a large order, another facility can absorb the overflow and provide exactly the same product and quality.

In the past couple of years, we have established another business unit called AustBuy, which is leveraging our size and scale to procure inputs in bulk, particularly

steel. This is enabling Austin to stay cost competitive in the market.

As I said before, we are primarily engineers and so we are coming up with mining products that are outperforming the previous offerings all the time. We are abreast of the latest technologies and are constantly evolving the business and its offering. It's resulting in better, more sustainable products.

What steps is Austin Engineering taking to promote sustainability within your manufacturing processes and products?

As the mining industry continues to decarbonise and reduce emissions, we are providing products to assist in creating more sustainable mining operations. We offer lighter-weight products that require less steel in manufacture but are engineered to retain strength and limit wear. Our high performance trays and buckets have a higher payload, reducing fuel, tyre wear and emissions per tonne of material carried.

Internally, we concentrate on optimising steel usage across the



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Mining attachments are continually evolving to become lighter, but also more robust.

business, meaning there is less scrap to recycle. We currently recycle 96 per cent of any waste we do generate across our operations globally. We are installing solar panels into our fabrication facilities where we can deliver renewable energy for manufacturing in the future.

Externally, we are participating in a couple of collaborations that are improving sustainability in the industry. The first is the provision of a customised lightweight tray for a diesel Cat 777 haul truck that has been retrofitted with batteries to convert to fully electric with a run time of eight hours. The project has been undertaken by Electric Power Conversions Australia and the truck is currently being trialed on mine sites in Australia.

We are also providing Thiess with refurbished chassis at its Rebuild Centre in Batam, where it's rebuilding mining trucks and their parts instead of replacing them with new diesel trucks. It lengthens the life of the trucks and equipment and allows for time for alternative fuel technologies to come to market.

We also anticipate a continued emphasis on alternative materials in the industry.

How do you see the future of mining equipment evolving, and what role will Austin Engineering play in that evolution?

Mining attachments are continually evolving to become lighter, but also more robust. At Austin, we've made huge progress in the design of equipment that requires less steel in manufacture but has more strength and durability than previous models.

We also anticipate a continued emphasis on alternative materials in the industry. Austin collaborates with its steel suppliers to enhance the raw steel materials used to achieve greater resistance to impact and wear, while maintaining manufacturability. We have several examples where significant improvements have been made in the raw material grades used

in mining products.

Austin sees enhancements in steel continuing given its recyclability and alignment with greener practices in mining. Austin is directing efforts towards producing higher-quality products that withstand the rigors of the mining environment. Our commitment extends to offering complete turnkey solutions, incorporating recycling processes to minimise the environmental footprint of mining operations.

What are the value added services that Austin provides to the customers?

We have increased our customer relations efforts in the last 12 months, namely the size of our sales and product support function, which has helped enormously to attract and retain customers.

We provide support for the full life cycle of our products, with maintenance manuals and site inspections to encourage appropriate maintenance and operational practices. Our teams provide on-site product inspections and reviews of operating conditions, providing a detailed report and recommendations for clients. Customer visits and services including on-site truck tray fittings and spare parts support are available.

Our Maintrack tool for trays and buckets is a major value add for customers to optimise asset efficiency and productivity. Maintrack gives customers real-time insights and analytics to ensure assets perform at their peak.

The system offers user-friendly dashboards, predictive maintenance algorithms, and streamlined reporting tools. Similarly, customer support for Maintrack is also provided.



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“Taurian MPS is exploring digitalisation and electrification.”

Yashvardhan Bajla, Director – Business Development, Taurian MPS, speaks on the main challenges faced by mining companies regarding crusher performance and durability.

What are the key trends currently shaping the mining industry?

The mining industry is experiencing trends like increased demand for efficiency and digitalisation. There's a push toward electrification to reduce emissions, requiring equipment that's both powerful and eco-friendly. Taurian addresses these needs with its Terratrak hybrid track-mounted units that offer efficient, emission-free operation. These crushers meet the industry's demand for reduced environmental impact while also reducing operational costs by up to 80 per cent.

What are the main challenges faced by mining companies regarding crusher performance and durability?

Mining companies grapple with costly crusher breakdowns, and the need for consistent performance. Taurian CB Series and CM Series hydraulic cone crushers tackle these challenges. Their single and multi-actuator hydraulic adjustment designs prevent major damage by including tramp relief protections systems. This minimises downtime and operational costs while ensuring consistent product size for downstream processes.

How is the industry's focus on sustainability influencing crusher design and production?

The focus on sustainability drives demand for equipment that lowers emissions and energy consumption. Taurian has responded with hybrid solutions like the Terratrak hybrid range, utilising electric motors powered by external sources to reduce

fuel use and emissions. Taurian also offers the THT high-rate thickener, which allows customers to recycle and recover up to 90 per cent of water used in beneficiation operations. This results in equipment that are efficient and align with mining operations' environmental objectives.

Can you describe any recent innovations or technologies that Taurian has introduced specifically for the mining sector?

Taurian washing systems recently introduced the CycloFrac, which showcases significant technological advancements in ultra-fines filtration. The system employs advanced cyclone technology to recover particles as fine as 75 microns (200 mesh), ensuring valuable materials are not lost. High-frequency dewatering screens reduce moisture content, enhancing product quality and processing efficiency. An integrated water management system recycles up to 90 per cent of process water, promoting sustainability and reducing operational costs. The system can be used for highly specialised application like frac sand, silica sand, iron ore recovery, etc.

What are the trends or technologies that Taurian is exploring?

Taurian is exploring advanced automation, digitalisation, and electrification. Expanding the Terratrak hybrid range supports the industry's move toward zero emissions.

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“BKT to innovate in tyre technology with focus on radicalisation.”

BKT Tires is a leading manufacturer in the off-highway tire market. The company specialises in the manufacture of tires for agricultural, industrial and OTR vehicles. **Prasanta Ganguly, Head – OTR Marketing (Domestic Sales), BKT Tires,** speaks on the key trends currently shaping the mining industry.

What are the key trends currently shaping the mining industry, and how do you see these impacting tyre requirements?

The mining industry is increasingly focused on stability, performance, and comprehensive after-sales service. These trends are driving the need for tyres that offer superior durability and reliability to ensure consistent operations in extreme conditions. High-performance tyres are essential to support heavy mining equipment while delivering optimal load distribution, fuel efficiency, and extended life cycles. As mining companies emphasise stability, they require tyres that can minimise equipment downtime and maintain operational efficiency as well as safety.

Additionally, after-sales service has become a critical factor for optimum tyre performance and wend users looking for partners who provide continuous support through tyre performance monitoring, maintenance support at site, and prompt issue resolution. BKT addresses these trends by offering advanced tyre solutions equipped with smart technology for real-time performance tracking, ensuring optimal performance and stability while providing the comprehensive after-sales service that mining operations require.

What are the main challenges faced by mining companies regarding tyre

performance and durability?

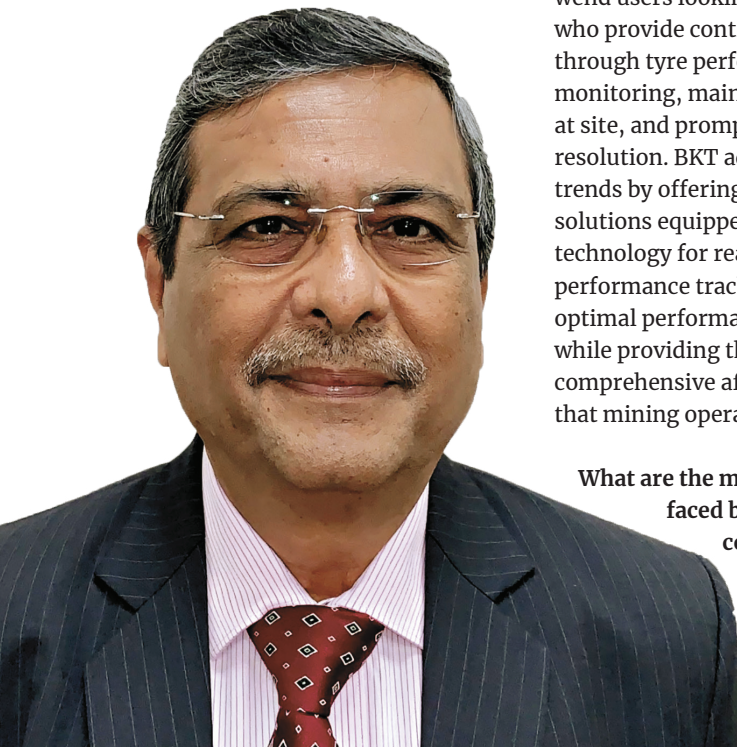
Mining companies usually operate in harsh and variable environments, accelerating tyre wear and increases the risk of damages during service, thereby down time of equipment. The need for tyres that can withstand extreme conditions, such as high temperatures, sharp rocks, and heavy loads, remains a significant challenge. Additionally, ensuring consistent performance over long periods without compromising on safety or efficiency is critical. Minimising downtime due to tyre failures is another major concern, as it directly impacts productivity.

Can you describe any recent innovations or technologies in tyre design that BKT has introduced specifically for the mining sector?

BKT has introduced several innovations in tyre design for the mining sector, particularly in all-steel radial tyres. Our latest radial OTR tyres are engineered to provide enhanced durability, better load distribution, and longer service life. We've also incorporated smart tyre technology that allows for real-time monitoring of tyre health, enabling operators to track pressure, temperature, and wear levels. These advancements help reduce downtime, optimise performance, and improve safety in mining operations.

What are the upcoming trends or technologies that BKT is exploring to address future needs in the mining industry?

BKT is exploring several forward-looking technologies to meet the





future demands of the mining industry. One key area, we are also working on is integrating more advanced sensors into our tyres to enable predictive maintenance, helping mining companies stay ahead of potential issues to take appropriate action. Additionally, sustainability remains a top priority, and we are researching new materials and production methods to reduce the environmental impact of our products.

How does BKT differentiate its tyre products from competitors in the mining sector?

BKT sets itself apart through a combination of advanced technology, customisation, and unmatched customer support. Our all-steel radial tyres are engineered to meet the toughest conditions, offering superior durability and performance. We also pride ourselves on customising tyre solutions to fit the specific needs of each mining site, ensuring optimal performance and longevity. Our commitment to sustainability, innovation, and customer-centric service further strengthens our position as a leader in the mining tyre sector.

How does BKT plan to address the evolving demands of the mining industry in the next 5 to 10 years?

Over the next decade, BKT plans to stay ahead of industry demands by continuing to innovate in tyre technology, particularly with advancements in radialisation and smart tyre systems. We are investing heavily in R&D to create solutions that support automation, sustainability, and the adoption of electric vehicles in mining. Furthermore, we are focused on enhancing our manufacturing processes to produce larger and more durable tyres that can handle future operational requirements. BKT is committed to offering tailored solutions for mining operations, ensuring our tyres continue to meet the evolving demands of the industry.



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INDIA'S TOP
100
ENGINEERING COMPANIES
In this edition, SME recognises engineering companies who have emerged winners with their top-class performance amid challenging market conditions.

INSIDE

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FOR INSTANT SUBSCRIPTION



Transforming Logistics

The India material handling equipment market is poised for significant growth, with expectations to reach substantial market size by 2027.



The Indian material handling equipment industry is expected to expand at a CAGR of 9 per cent through to 2030 on the back of the rollout of infrastructure projects and real-estate development.

Lifting solutions play a key role in all these construction activities. But in these highly competitive times, there is a need to use the most economical solutions to protect bottom lines.

Said **Nirag A Choksi**, Director,



Nirag A Choksi
Director, Tacklers Engineering

Tacklers Engineering, “India’s MHE market size is expected to reach a CAGR of 9.8 per cent by 2027.

Further, all the end-use segment/sectors such as warehouse, logistics, railways, ports, and engineering is expected to grow at 7 to 9 per cent CAGR in upcoming years. With a further focus on exports, we are likely to penetrate in newer markets with our product range and



Manpreet Sachdev
Founder & CEO,
Elite Material Handling Company

this shall assist us to achieve an overall organisational objective. With this double-edged focus on India as well as global market, we expect Techno Industries to grow by 10 to 15 per cent.”

Manpreet Sachdev, Founder & CEO, **Elite Material Handling Company**,

said, “The MHE market in India has already grown and there are hardly any new players coming in. The industry is mostly divided into two parts; organised and unorganised. In

the organised industry, the players are aware of the necessity of MHE and start to plan for the same from the start of the project. In the other sectors, industries manage without MHE."

Avcon is a 40-year-old material handling solutions provider. "We offer a wide range of products to enhance safety and productivity across diverse industries. Our offerings include stackers, floor cranes, scissor lifts, hydraulic lifts, and truck loading solutions, providing end-to-end handling solutions for various industrial processes," said **Aniket Sawarkar, CEO, Avcon Systems**.

Avcon now offers a complete range of electric and semi-electric stackers. "We have also added a range of shop floor cranes that are highly preferred by our customers for handling critical components. Our continuous R&D efforts focus on developing new solutions and moving towards automation to enhance customer satisfaction. We have adopted advanced AC motor technology for our drives, developed locally to reduce import dependency and improve serviceability," he added.

The demand for our MHE products is rapidly increasing across multiple industry verticals. Said Sawarkar, "To meet this growing demand, we are opening a new manufacturing unit in Bhiwandi, which is five times the size of our current facility. This expansion will enable us to meet customer needs more effectively and offer our new product range with significantly shorter delivery times."

Industrial cranes

Speaking on the market for industrial cranes in India, **Neeraj Waghela, Head "Product**

Development, ElectroMech Material Handling Systems (India), said, India has been undergoing significant increase in infrastructure development across various sectors, including manufacturing, logistics, construction, and ports. Industrial

overhead cranes are essential equipment for these industries, driving demand.

ElectroMech has dedicated R&D team to work on new developments and ideas based on customer feedback and market surveys. R&D team

has been working on several projects and has launched few innovative products in last couple of years and response to these products has been amazing.

ElectroMech is amongst the largest manufacturers of industrial overhead cranes with more than 15,000 solutions supplied over and above 60 countries across the world. Said Waghela, We are recognised for our

customised, heavy duty and modular solutions that address challenging material handling requirements across a wide spectrum of industries. We offer electrically-operated overhead cranes, gantry cranes, stacker cranes, explosion proof cranes, rubber-tyred gantry crane, battery operated transfer car, process crane, wall travelling crane and jib crane.

He added, Digitalisation and automation in crane design has been focussed over last few years and same has been incorporated in recently supplied products. These have been very much appreciated in the market as it helps in improving overall operation and availability of equipment.



Aniket Sawarkar
CEO, Avcon
Systems



Neeraj Waghela
Head "Product
Development,
ElectroMech
Material Handling
Systems (India)



PV Ramdev
Managing
Director, Everest
Engineering
Equipment



Sahajveer Anand
Managing
Director, GT Nova
Equipments

QUICK BYTES

- **MHE industry is expected to expand at a CAGR of 9 per cent through to 2030.**
- **There's a lack of skilled workforce trained to operate and maintain advanced MHE.**

Everest Engineering Equipment offers an innovative passenger hoist, operating on a single mass section, making it the largest of its kind

globally with a capacity of 3.2 tonne. Notably, it can adapt to different capacities, such as 3.2 tonne and 2.7 tonne, each with its own speed specifications. The hoist's length, initially at 4 m, can be reduced to 3.6 m or 3.2 m, offering versatility in accommodating 38 people or

32 people, respectively.

Said **PV Ramdev, Managing Director, Everest Engineering Equipment**, "The hoists most significant feature lies in its design flexibility. Users can adjust its length, speed, and capacity according to site requirements without the need for separate hoists. This innovation addresses various needs within the industrial sector, particularly in applications like steel and cement plants, providing a comprehensive solution for lifting diverse parts and aiding in the construction of permanent structures."

Crawler cranes

New or less than five-year-old crawler-mounted cranes above 150 mt capacity (150 mt, 250 mt and 500 mt) from Chinese manufacturers are delivering the most value for money in terms of capital and running costs, says **Sahajveer Anand, Managing Director, GT Nova**



Equipments, a player in the crane rentals space.

“Chinese crane manufacturers such as Sany, XCMG and Zoomlion are offering crawler-mounted cranes at very competitive, even cut-throat prices,” he continues. “These machines cost roughly half of their Japanese (Kobelco) and German (Demag or Liebherr) counterparts but deliver the same return on investment. What helps is that Chinese brands have tied up with all the leading banks for very attractive finance terms, which reduces the debt EMI burden on the buyer, a big incentive to invest. So, we buy via imports as well as directly from the OEM in India. For us, a lower capital investment means we can offer the crane or lifting solution to clients at a lower rate.”

Anand explains that he qualified his preference to models that are up to five years old because new cranes

are covered by a company warranty and, thereafter, need very minimal maintenance for at least five to six years. Also, their daily consumables and spare parts for servicing are readily available, which shortens the breakdown period and enhances the revenue generation for both the crane owners and rental clients. Other running expenses such as staff salaries, insurance, transportation and consumables are broadly similar across the board. He expects this value gap to continue for at least the next four to five years as the Government accelerates spending on capital goods and infrastructure projects.

“We recently took delivery of multiple units of the Sany SCC7500A 750-t crawler crane, to further strengthen our fleet catering to the wind energy sector,” says **Manish Pandey, Vice President, Sales & Marketing, Sanghvi Movers**, a

leading crane rental company catering to core sectors such as power, petrochemicals, cement and steel. “Sourcing from Chinese OEMs can meet stringent timelines and cost requirements, both essential to provide value in a competitive market. We work closely with OEMs like Sany to ensure that their cranes are built to the highest standards of quality and safety.”

Sanghi Movers has its own team of experienced technicians who regularly maintain and service cranes and ensure reliability.

“So, after-sales service isn’t our top priority,” he shares. “Safety is top priority. We are an ISO 9001:2015, ISO 14001:2015 and ISO 45001:2018 certified company. We also prioritise diversity so we source crawler cranes (70 mt to 1,600 mt) and truck-mounted cranes (20 mt to 350 mt) from reputable OEMs, including those from the US, Germany, Japan and



China to ensure equipment that is cost-effective for the Indian market and meets global quality and safety standards.”



Manish Pandey
Vice President,
Sales &
Marketing,
Sanghvi Movers

Tower cranes

“We opted for a Zoomlion model when we needed a 64-t tower crane that could lift 15 t at an 80-m radius, a capacity that hadn’t been used in India previously,” says **Pramod B Joshi, Additional General Manager (P&M Head, All India), Ahluwalia Contracts India**. “We considered Potain, Comansa, Liebherr and Terex models (for that and a 25-t tower crane) but the capital cost of a European model would have been more. The running cost and maintenance of a tower crane are minimal; that did not impact our decision.”

“Zoomlion was able to deliver the cranes quickly (we needed them for the construction of railway stations) and with negotiable payment terms,” he adds. “Price plus quick delivery is why Zoomlion has captured about a third of India’s high-capacity tower crane market.”

“Zoomlion’s equipment, particularly their tower cranes, has proven to be a reliable asset on our sites,” says **Jitesh Nair, Senior Vice President (Operations), Prescon Group**. “We use models engineered for durability, efficiency and cost-effectiveness, with advanced safety features, superior lifting capacities and energy-efficient operations, significantly reducing long-term operational costs. The capital investment in Zoomlion equipment is



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

CHALLENGES IN MHE

- **Infrastructure limitations:** Inadequate infrastructure, including poor road conditions and insufficient warehousing facilities, hampers the efficient movement of goods and the use of advanced MHE.
- **High initial costs:** The cost of advanced MHE can be prohibitively high for many businesses, especially small and medium enterprises (SMEs), which may struggle to invest in modern equipment.
- **Skilled labour shortage:** There’s a lack of skilled workforce trained to operate and maintain advanced MHE, which can lead to operational inefficiencies and increased downtime.
- **Regulatory hurdles:** Navigating through complex regulations and compliance requirements can be cumbersome, delaying the adoption of new technologies and equipment.
- **Maintenance and service issues:** Limited availability of reliable service and maintenance for advanced MHE can lead to increased downtime and operational disruptions.
- **Technology adoption:** While there is a push for automation and smart technologies, many companies are hesitant to invest due to uncertainty about ROI and the need for integration with existing systems.
- **Supply chain disruptions:** Global supply chain challenges can affect the availability of components and parts needed for MHE, impacting production timelines.
- **Environmental regulations:** Adapting to increasing environmental regulations and sustainability expectations can be a challenge, requiring investment in eco-friendly technologies.
- **Market competition:** Intense competition among manufacturers and suppliers can lead to price wars, impacting profitability and innovation.

justified by low maintenance requirements and extended lifecycle, making them a prudent choice for large-scale construction projects.”

“For 6-t to 10-t tower cranes, we prefer ACE products because of their favourable cost and excellent service,” says Joshi. “ACE has a large number of trained technicians that it deposes to sites immediately in the eventuality of a breakdown, unlike other brands that take time (even two to three days) to send their technicians. Potain models also perform well but cost more than other Indian and Chinese brands.”

Forklifts, hoists, platforms

Spartan’s vertical transportation solutions, particularly their hoists, are robust and reliable, opines Nair. “They are responsive to service requests and the availability of

spare parts further enhances their value proposition. Also, their commitment to innovation and customer service makes them a viable option for projects where quick turnarounds and operational support are crucial.”

Zoomlion’s aerial work platforms provide excellent manoeuvrability and stability, which are critical for high-rise construction, he continues. “They are versatile and cater to a variety of construction needs while ensuring safety and efficiency at heights, which translates into lower running costs as they require minimal maintenance.”

Overall, the MHE market in India is set for growth, with opportunities for innovation and investment.

Companies that adapt to these trends and invest in technology will likely thrive.



Jitesh Nair
Senior Vice
President
(Operations),
Prescon Group.





“Indian MHE market rapidly shifting to tier II and III cities.”

**Manojit Acharya,
Managing Director
– India and
Thailand,
Jungheinrich India,
speaks on the
current state of the
MHE market in
India, and the key
trends and
developments
shaping the market
landscape.**



Could you please provide an overview of your company and its role in the material handling equipment (MHE) sector in India?

Jungheinrich, a global leader in intralogistics solutions, has established a strong presence in India, playing a crucial role in the country's rapidly evolving material handling landscape. We offer a comprehensive range of MHE designed to optimise every stage of the warehouse process, from incoming materials to outgoing shipments.

Our product portfolio encompasses a wide range of solutions, including electric pallet trucks, electric forklifts, reach trucks, order pickers, and very narrow aisle trucks, racking and AGV's. These machines are engineered to handle both palletised and non-palletised loads, facilitating efficient floor-to-floor movement and storage within racking systems up to 18-m high. We cater to the unique needs of diverse industries, including automotive, engineering, pharmaceuticals, chemicals, FMCG, retail, and paper.

Our solutions find applications across various warehouse environments, from docking stations and racking systems to manufacturing areas, storage locations, and shipment areas. Our commitment to innovation and customer satisfaction is reflected in our comprehensive service network across India. We provide prompt and reliable support, including dedicated technicians, readily available spare parts, and comprehensive maintenance programs. Our focus on sustainability is evident in our energy-efficient equipment and solutions, minimising

environmental impact and contributing to a greener future.

How do you perceive the current state of the MHE market in India? What are the key trends and developments shaping the market landscape?

The Indian MHE market is evolving faster than ever; there is significant shift towards tier II and III cities. These regions are becoming increasingly important as businesses seek to consolidate their warehousing operations experiencing growth in tier II and III cities and establish a stronger presence in emerging markets. The rapid expansion of quick commerce and e-commerce companies has fueled a surge in demand for E-HPTs. These businesses rely on E-HPTs for last-mile deliveries, while traditional businesses are increasingly adopting them to replace manual hand pallet trucks and enhance efficiency.

Customers are increasingly recognising the value of autonomous MHE as a solution for enhanced efficiency. The past two years have highlighted the fragility of traditional manual handling practices in the face of supply chain disruptions and workforce constraints. Jungheinrich Mobile robots offer a compelling alternative, providing a reliable and consistent solution for material movement within warehouses and across locations. Our cutting-edge technology and warehouse automation solutions will greatly assist our customers in achieving improved warehouse productivity, reliability, and error reduction. Our Mobile robots designed to meet the

growing demand for future warehouse automation, offering unmatched flexibility and operational reliability.

What are the major challenges faced by MHE manufacturers in India?

The ongoing geopolitical landscape has significantly impacted global supply chains, leading to steeply rise the ocean freight costs and unpredictable delivery delays. This poses a significant difficulty for MHE suppliers in India, as they strive to maintain consistent supply and meet customer demands. The availability of skilled manpower, particularly MHE operators, remains a critical concern. The industry faces a shortage of trained professionals, impacting operational efficiency and safety. By proactively addressing these challenges, MHE suppliers in India can continue to contribute to the growth of the sector while ensuring sustainable success in the long term.

What sets your products apart from competitors in terms of technology, innovation, and quality?

Jungheinrich offers a complete range of products and solutions for all types of warehousing setups, starting from manual hand pallet trucks to the full automation of warehouses, reaching a maximum height of 44 m. This includes very narrow aisle truck with warehouse navigation and logistic interface alongside our digital products, ASRS systems and AGVs. We also maintain 800+ fleet of equipment available for short-term rental, including electric pallet trucks, stackers, reach trucks, and electric counterbalance trucks. Additionally, we refurbish equipment from our fleet for second life of the machine contributing to circular economy.

Our extensive solutions in racking system ensure the perfect setup in your warehouse. With broad range of economic solutions that fulfil your

requirements in terms of storage and order picking for optimum utilisation of warehouse space.

Jungheinrich forklift trucks with lithium-ion batteries already consume around 20 per cent less energy in daily use. Our lithium-ion solutions provide numerous advantages, including a longer service life through deep discharge prevention via our Battery Management System (BMS), opportunities for fast charging, a maintenance-free and gas-free system, a five-year warranty, high availability of trucks and batteries, energy savings compared to conventional chargers, safe and easy battery charging, and the elimination of the need for battery changes and expensive infrastructure. These batteries are significantly more efficient, offering 6 to 10 times more cycles, allowing for 100 per cent discharge, and being far more environmentally friendly compared to traditional lead-acid batteries.

Our after sales focus on providing prompt, efficient and timely service to our customers. Our widespread network of engineers ensures that we attend any customer complaint within 48 hours in any part of the country. Our professionally qualified engineers spread across all the locations in India not only solve the existing complaint but also guide proactively regarding preventive maintenance to avoid any future disruptions in your operations.

Jungheinrich is dedicated to providing innovative, efficient, and sustainable intralogistics solutions, backed by exceptional customer service. We are committed to helping our customers achieve their operational goals and maximise their success.

Can you share examples of successful projects or partnerships with clients in India?

Successful implementation of Jungheinrich's lithium-ion forklift

initiative in the beverage industry:

Initiative overview: Jungheinrich collaborated with a beverage industry customer to address challenges related to forklifts using lead-acid batteries. The implementation involved a detailed application study, proposing a shift to forklifts powered by lithium-ion batteries.


Challenges faced:

- **Long charging time:** Lead-acid batteries required eight hours of charging, leading to the need for multiple forklifts and spare batteries.
- **Harmful fumes:** Charging lead-acid batteries produced harmful fumes, requiring a large charging room with separate ventilation.
- **Inefficiency:** The process was cumbersome and inefficient, particularly for meeting the 24x7 demand for beverages.

Initiative details:

- **Application study:** Jungheinrich conducted a detailed application study and proposed the use of lithium-ion batteries.
- **Customer acceptance:** The customer accepted the proposal and implemented the solution.

Results and impact:

- **Charging time elimination:** Switching to lithium-ion batteries eliminated the eight-hour charging time.
- **Environmental benefits:** Harmful fumes were eliminated, contributing to a cleaner and safer working environment.
- **Energy savings:** The initiative delivered a 20 per cent reduction in energy consumption.
- **Optimisation:** The number of forklifts was optimised, and spare batteries were eliminated.
- **Customer partnership:** After successful implementation, the customer decided to partner with Jungheinrich and replace existing trucks at multiple sites. 





“Our crane designs embrace digitalisation and automation.”

Neeraj Waghela, Head of Product Development, ElectroMech Material Handling Systems (India), speaks on what sets their cranes apart from the competitors.

What types of industrial cranes does your company specialize in? What sets your cranes apart from competitors in terms of design, functionality, and performance?

ElectroMech is amongst the largest manufacturers of industrial overhead cranes with more than 15,000 solutions supplied over and above 60 countries across the world. We are recognised for our customised, heavy duty and modular solutions that address challenging material handling requirements across a wide spectrum of industries.

We offer electrically-operated overhead cranes, gantry cranes, stacker cranes, explosion proof cranes, rubber tyred gantry crane, battery operated transfer car, process crane, wall travelling crane and jib crane.

How do you look at the market for industrial cranes in India?

India has been undergoing significant increase in infrastructure development across various sectors, including manufacturing, logistics, construction, and ports. Industrial overhead cranes are essential equipment for these industries, driving demand.

Manufacturing sector

growth: India's manufacturing sector has been expanding, driven by initiatives like “Make in India” and increasing foreign direct investment (FDI). Industrial

overhead cranes are crucial for material handling in manufacturing facilities, warehouses, and assembly lines.

Construction boom: India has been witnessing rapid urbanisation and infrastructure development, leading to a surge in construction activities. Industrial cranes are indispensable for lifting heavy materials at construction sites.


Steel industry: The demand in steel sector has drastically increased and to serve their requirements overhead cranes play a crucial role in lifting heavy slit coils and steel plates, driving demand in the steel sector.

Government initiatives:

Government initiatives aimed at modernising industries, improving infrastructure, and promoting manufacturing are expected to further boost the demand for industrial overhead cranes.

Can you discuss any recent innovations in your crane designs in response to market trends?

ElectroMech has dedicated R&D team to work on new developments and ideas based on customer feedback and market surveys. R&D team has been working on several projects and has launched few innovative products in last couple of years and response to these products has been amazing.

Digitalisation in crane design has been focussed over last few years and same has been incorporated in recently supplied products. 

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“We aim to bring Indian MHE up to global standards at half cost.”

The material handling equipment market in India has shown substantial growth. **Manpreet Sachdev, Founder & CEO, Elite Material Handling Company,** highlights new trends like AGVs, drones, etc. in the material handling space.

Over the years, how has Elite evolved in the MHE space?

Elite has come a long way from 1989 when we started our company with one product and one employee. We have been instrumental in educating the customer and providing all the information to the material handling industry and upgrading the Indian MHE industry. Our main goal is to bring the Indian MHE at par with the globe at half the cost. Cost cutting is one of our main aims; to always provide an in-expensive solution to the Indian customer. Since, we have been increasing our product base; our customer base is also increasing. We also have been influential in supplying to various industries like heavy engineering, aerospace, defence, agriculture, textile, steel, space and much more.

Are there any new developments in the last two years?

We have designed and developed new products for special applications to save time and energy for operators. Our products have also surpassed customer expectations. We have greatly saved the incurred cost for our end-users.

How is the demand for your MHE products from various end-user industries?

The demand for our products is always a huge amount. This is because labour cost is increasing and most companies depend on automation and cost saving solutions. We also help them to increase the productivity of existing labour.

What is the condition of the MHE

market in India? What factors are driving the industry?

The MHE market in India has already grown and there are hardly any new players coming in. The industry is mostly divided into two parts; organised and unorganised. In the organised industry, the players are aware of the necessity of MHE and start to plan for the same from the start of the project. In the other sectors, industries manage without MHE.

What are emerging trends in the MHE industry?

At the moment, most customers are requesting automation and robotics. The next trend will be automated guided vehicles (AGVs), which are currently in its initial stages. Also, drones will be used for internal warehouses to transport and store light weight goods.

What is the effect of automation and digitisation on the processes?

With automation, India will be more competitive in the global market and will have an upper hand over other countries for supply of manufactured goods. With the advent of digitation the whole process gets easy and accessible to all.

What are the key challenges faced by SMEs like you? What are your expectations from the new Union Government?

SMEs are not fully recognised in India yet and we are facing a lot of challenges.



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“Unmanned manufacturing operations are now a reality.”

Avcon Systems has extensive product offerings to solve challenges in the material handling equipment (MHE) space. **Aniket Sawarkar, CEO, Avcon Systems,** shares insights on the evolving material handling processes in India.



How have the material handling process undergone changes in recent years in India?

With the rise in process volumes, material handling is increasingly moving towards bulk handling. Although the average unit load has decreased in size, the process time for handling each unit has been reduced by at least 100 times compared to 10 years ago.

What types of products are you offering in material handling space?

Avcon is a 40-year-old material handling solutions provider. We offer a wide range of products to enhance safety and productivity across diverse industries. Our offerings include stackers, floor cranes, scissor lifts, hydraulic lifts, and truck loading solutions, providing end-to-end handling solutions for various industrial processes.

How do you see the journey of your company in the MHE space?

Avcon has been a part of the MHE space for over four decades. It has witnessed significant changes in industry patterns and the introduction of global products in the Indian market. We began our journey as a modest service provider, offering repairs and AMC services for multi-brand MHEs. Recognising customer pain points, we expanded into manufacturing stackers and scissor lifts. Today, our products are operational

across almost every state in India and in various industry verticals.

Could you please share with us some of the new developments in your company in the last two years?

Avcon now offers a complete range of electric and semi-electric stackers. We have also added a range of shop floor cranes that are highly preferred by our customers for handling critical components. Our continuous R&D efforts focus on developing new solutions and moving towards automation to enhance customer satisfaction. We have adopted advanced AC motor technology for our drives, developed locally to reduce import dependency and improve serviceability.

How is the demand for your MHE products from end-user industries?

The demand for our MHE products is rapidly increasing across multiple industry verticals. To meet this growing demand, we are opening a new manufacturing unit in Bhiwandi, which is five times the size of our current facility. This expansion will enable us to meet customer needs more effectively and offer our new product range with significantly shorter delivery times.

How is the MHE market in India? What factors are driving industry?

There is a huge scope in Indian industry for the MHE market to meet ever growing consumption of products by the domestic market itself.



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“Our goal is to drive innovation and excellence in concrete technology.”

Subhabrata Saha, Managing Director, AJAX Engineering, speaks on the company's sustainable practices and initiatives in its manufacturing processes.

Ajax Engineering 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 favorable 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.

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 Engineering 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 Engineering'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. Our focus remains on delivering quality products and building strong partnerships globally. We aim to further strengthen our export capabilities and establish AJAX as a leading player in the global market.



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The Innovation Impact

The transformative impact of new technologies and innovations was highlighted at the Construction Technology Summit 2024.

The 4th Construction Technology Summit (CTS 2024) was hosted by the First Construction Council (FCC) and CONSTRUCTION WORLD magazine at Hotel Sahara Star in Mumbai. “New technology is transforming the way buildings are designed, engineered, built and managed,” said **Pratap Padode, Founder and Editor-in-Chief, ASAPP Info Global Group**, discussing how innovations previously deemed impractical are now essential for tackling complex infrastructure projects and the transformative impact of new technologies. “Precast, modular construction or even advanced technology like 3-D printing, robotics, artificial intelligence and machine learning can deliver business benefits, whether one is designing sustainable houses or reimagining the infrastructure of entire cities. The precision achieved through software and factory processes allows for optimal use of

materials, minimising waste across building modules. This shift towards more sustainable practices underscores the industry’s commitment to reducing its environmental impact.”

Tech talk

Emphasising upon the critical need for skilled professionals and workforce innovation, **Prof Anil Kashyap, President and Chancellor, NICMAR University**, said, “As construction projects grow increasingly sophisticated, it’s essential that we address the skill gap and integrate new tools and methodologies into our curriculum to ensure that graduates are equipped with the latest planning software and techniques, ready to meet the demands of the workforce from day one.”

Voicing another industry concern, **Awanish Shukla, Assistant General, DLF India**, said, “Offside construction demand in India has not been picking up as fast

compared to other parts of the world.” Noting a shift towards an increasing number of companies prioritising modular construction, he urged major contractors and developers to embrace modular techniques that reduce construction time and are also cost-effective to support 2047’s Viksit Bharat Plan.”

“

Offside construction demand in India has not been picking up as fast compared to other parts of the world.

”

“Imagine pouring an entire room in a single pour, eliminating joints and potential leakages,” said **SJ Vijay, Founder and Chairman, Salmon Leap Ventures**, highlighting the potential of 3-D monolithic modular precast techniques – a necessary paradigm shift in India’s construction methods for a massive



Pratap Padode,
Founder and
Editor-in-Chief,
ASAPP Info
Global Group



Prof Anil Kashyap,
President and
Chancellor,
NICMAR University



Awanish Shukla,
Assistant General,
DLF India



SJ Vijay,
Founder and
Chairman, Salmon
Leap Ventures



VS Adithya,
CEO, Tvasta



SP Rajan,
Vice President and
Head of Plant and
Machinery, L&T
Construction



Mandeep Singh,
Chief Operating
Officer - Engineering
& Contracting,
Casagrand Contracts



**Prof Satya
Chakravorthy,**
Founder and CEO,
ePlane



Anand Sirohi,
Director, Key Accounts
and Large Projects,
Trimble



Dr Sanjay Gambhir,
Executive Director,
AECOM

manufacturing leap. He suggested that buildings should be manufactured rather than simply constructed.

In agreement, **VS Adithya, CEO, Tvasta**, said, “We are essentially building a city the size of Chicago each year and most of these structures fall within our current scope,” envisioning a future where 3-D printing will gain considerable traction over the next 10 to 20 years. That said, he rued, “Construction remains one of the least automated sectors.” Emphasising the significant untapped potential for automation in the sector, he noted that it lags behind other manufacturing industries globally and attributed this to a lack of adaptation of automated elements to site conditions.

For his part, **SP Rajan, Vice President and Head of Plant and Machinery, L&T Construction**, said, “Complicated excavations have become much easier thanks to the adoption of 3-D technology,” while discussing the significant productivity gains achieved through implementation of a 3-D system on a recent airport project. He noted that the use of 3-D technology led to a nearly fourfold increase

“

Many contractors are now using advanced radar automation and control systems to enable machines such as graders, excavators and compactors to operate using 3-D models.

”

in productivity, particularly with graders.

Meanwhile, **Mandeep Singh, Chief Operating Officer - Engineering & Contracting, Casagrand Contracts**, noted, “Modular building is not a new concept but significant hurdles, particularly the regulatory framework, remain. As we explore this area further, we will gain a clearer understanding and be able to tackle these challenges more effectively.”

Other viewpoints

Calling upon the construction sector to seize the opportunity by developing compliant landing sites even as he announced the development of an electric vertical takeoff and landing (eVTOL) aircraft,

Prof Satya Chakravorthy, Founder and CEO, ePlane, said, “The most affordable electric air taxi in the market will reduce travel times by up to eight times and cost about two times’ an Uber fare.”

“Many contractors are now using advanced radar automation and control systems to enable machines such as graders, excavators and compactors to operate using 3-D models or even simple 2D AutoCAD files,” said **Anand Sirohi, Director, Key Accounts and Large Projects, Trimble**, emphasising the key role of mechanisation in enhancing project efficiency in construction projects, whether vertical buildings or horizontal roadworks, noting that innovation has nearly doubled productivity.

“Leveraging a sophisticated database to integrate systems with CNC machines has eliminated the need for traditional shop drawings, streamlining production processes and enabling the efficient manufacture of components,” pointed out **Dr Sanjay Gambhir, Executive Director, AECOM**. Similarly, he advocated for digital solutions to reduce both project costs and timelines.

“Creation of interactive,





Siddharth Jadhav, Senior Consultant, Digital Transformation, Cube



Parag Raut, Senior Area Business Development Manager, Tata Steel



Atul Bhohe, Managing Director, TPF Engineering



Yash Pratap Singh, Partner, Business Consulting, KPMG



Samir Shaikh, Head - Cities, Places and Architecture, Jacobs

customised dashboards provide better insights and assist site correspondents in digitising daily progress reports, health and safety checklists, quality assessments and non-conformance reports,” said **Siddharth Jadhav, Senior Consultant, Digital Transformation, Cube**. He highlighted how digital strategies can enhance infra development, noting how these advancements have led to the development of digital twins – accurate replicas of projects that enable comprehensive tracking of asset data.

Parag Raut, Senior Area Business Development Manager, Tata Steel, added, “The use of digital technologies and digital twins in the planning and design phases will reduce construction costs and ultimately benefit the industry and the economy.”

“The past decade has seen significant barriers being dismantled and I believe the future of innovation in India is promising,” averred **Atul Bhohe, Managing Director, TPF Engineering**. He compared the shift to Newton’s Law, saying that while some bureaucratic resistance to innovation in India remains, it is rapidly declining. “The future is in good hands.”

“Wasting steel, a vital natural



Wasting steel, a vital natural resource, is increasingly viewed as a crime from a sustainability standpoint. Typical wastage rates can exceed 8 per cent in some cases.



resource, is increasingly viewed as a crime from a sustainability standpoint,” said **Parag Raut** about the significant issue of steel wastage in the sector. “Typical wastage rates can exceed 8 per cent in some cases,” he added, emphasising upon the need for more responsible resource management in construction.

“It’s crucial to also address how these innovations can help mitigate carbon emissions,” commented **Yash Pratap Singh, Partner, Business Consulting, KPMG**, underlining the importance of integrating sustainable practices with technological developments.

The way ahead

Noting the multifaceted nature of urban development, **Samir Shaikh, Head - Cities, Places and Architecture, Jacobs**, said, “When we talk about cities, there are many

aspects to consider, including capital, social dynamics and governance.” However, he emphasised that infrastructure remains a key focus area, covering essential elements such as energy, transportation and building design within the built environment. Presenting the need for a people-centric approach to urbanisation in India, he added, “At the end of the day, while creating cities of the future, we must prioritise making cities more people-centric since they are for the people.”

This impressive lineup of speakers showcased the entire gamut of construction technologies being adopted for city planning as well as materials and digital technologies that will change our lives. “Over the last decade, we have seen a remarkable acceleration in technology adoption in the construction sector,” summed up Padode, contrasting this progress with a previous McKinsey report that identified the industry as one of the slowest to embrace technological advancements. “This rapid adoption and integration of advanced technologies are not just helping us meet deadlines – they are reshaping the very landscape of urban infrastructure in India.”





Forum Sparks Groundbreaking Roads Infra Discussions

RAHSTA Forum 2024 on August 30 at Hotel Sahara Star paves the way for **RAHSTA** Expo 2024.



Launch of **RAHSTA** Forum in Mumbai.

The second **RAHSTA** Forum 2024, held on August 30 at Hotel Sahara Star, has successfully set the stage for the highly anticipated **RAHSTA** Expo 2024. This prelude event brought together industry leaders, innovators, and key stakeholders to engage in insightful discussions, setting the tone for what promises to be a landmark event in India's road and highway infrastructure sector.

The Forum was inaugurated by **Pratap Padode**, Founder of the FIRST Construction Council, a pioneering organisation dedicated to advancing India's infrastructure development. Padode emphasised the Forum's role as a crucial stepping stone toward the **RAHSTA** Expo 2024 and highlighted the upcoming **RAHSTA** Awards.

He remarked, "Out of the total ₹2.78 lakh crore allocated, the National Highways Authority of India

(NHAI) has been designated around ₹1.68 lakh crore as part of MoRTH's capital expenditure plan for 2024-25. The government is focusing on developing access-controlled national highways and ensuring they meet a minimum of two lanes with paved shoulder standards."

Vipin Sondhi, Chairman of the **RAHSTA** Expo Committee and former MD and CEO of JCB India and Ashok Leyland, added, "The positive momentum in the industry is further reinforced by the 2024 Union Budget, which emphasises rapid infrastructure growth, particularly in roadways. The significant increase in capital expenditure dedicated to improving and expanding road infrastructure signals the government's commitment to building a world-class network of roads and highways. This investment will not only enhance connectivity

across the nation but also spur economic growth, create jobs, and improve the quality of life for millions of citizens."

A key highlight of the Forum was an engaging panel discussion on "BOT Revised Scheme, QCBS Tender System, and Road Projects Being Awarded." Moderated by **Vijay Agrawal**, Managing Director at Equirus, the discussion featured a distinguished panel of experts:

- **RK Pandey**, Former Member of NHAI and Member of the **RAHSTA** Committee
 - **Prof. Satish Pandey**, Principal Scientist at CSIR-Central Road Research Institute
 - **Sudhir Hoshing**, CEO of IRB Infrastructure Developers
 - **Zafar Khan**, Chief Operating Officer at Highway Concessions One
- The panel explored critical issues



Pratap Padode, Founder, FIRST Construction Council.



Vipin Sondhi, Chairman, **RAHSTA** Expo Committee and former MD and CEO of JCB India and Ashok Leyland.



Himanshu Agarwal, COO, Zydex Industries.

affecting the road and highway sector, including updates on the BOT scheme, the QCBS tender system, and the latest trends in project awards. Their insights provided attendees with a deeper understanding of the evolving landscape of road infrastructure in India.

The forum for the **RAHSTA** Expo was attended by prominent figures from the infrastructure industry, including Himanshu Agarwal, COO of Zydex Industries; Rajan Aiyer, Managing Director of Trimble; Satin Sachdeva, Founder & Secretary General of the Construction Equipment Rental Association; SP Rajan, VP and Head of Plant and Machinery at L&T Construction; Satish Kumar, CEO of Mumbai First; Ashwin Moghe, Senior Vice President at UltraTech, among other exhibitors of the **RAHSTA** Expo.

The 14th **RAHSTA** Expo is part of the India Construction Festival and will be held on October 9 and 10, 2024, at the Jio Convention Centre in Mumbai.

This prominent event will feature cutting-edge technologies, industry innovations, and a comprehensive array of discussions on sustainable advancements in road and highway



Panel discussion on BOT revised scheme, Quality and Cost-Based Selection (QCBS) tender system, and road projects. From L-R: Vijay Agrawal, Managing Director, Equirus; Zafar Khan, Chief Operating Officer at Highway Concessions One; RK Pandey, Former Member of NHAI and Member of the **RAHSTA** Committee; Prof. Satish Pandey, Principal Scientist at CSIR-Central Road Research Institute; and Sudhir Hoshing, CEO of IRB Infrastructure Developers.



Bigwigs from the construction and construction equipment industry attended the **RAHSTA** Forum in Mumbai

construction.

Organised by the FIRST Construction Council, the **RAHSTA** Expo 2024 will bring together

industry leaders, innovators, and stakeholders for two days of exploration, collaboration, and transformation.



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“Financial management a challenge in rental industry.”

Premier Heavy Lift stands as a leading force in the heavy lifts and transportation sector. Since its inception with merely two cranes, PHL has evolved dramatically, boasting a fleet of over 360 equipment units valued at more than ₹900 crore. **Siddharth Sharma, Director, Premier Heavy Lift,** speaks on the current landscape of the construction equipment rental market in India.

Provide an overview of the services offered by Premier Heavy Lift?

We offer comprehensive suite of services that encompass more than just equipment rental. Our fleet includes crawler cranes, telescopic cranes, truck lattice cranes, all-terrain cranes, and tower cranes to meet the diverse needs of our clients. In addition, PHL provides project consultancy services, hydraulic axles, pullers, and comprehensive factory-to-foundation services.

The strategic acquisition of Allcargo's equipment division has reinforced our capabilities, integrating industry best practices and expanding our customer base. Moreover, we are now venturing into EPC projects, particularly in the wind energy sector. Here, we will be undertaking multiple EPC packages, taking full charge from transportation to commissioning of towers. This positions PHL as a one-stop solution for lifting and transportation needs across various sectors.

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

The construction equipment rental market is in a state of flux, influenced by evolving industry trends. PHL is responding to these changes by enlarging its fleet with higher capacity equipment, such as the 800-tonne crawler cranes, to address the escalating demands of the wind energy sector. This strategic expansion ensures our readiness to tackle large-scale and specialised infrastructure projects.

Furthermore, we observe a

growing acceptance of Chinese-manufactured cranes from OEMs like Sany, XCMG and Zoomlion. Historically, I've favoured German cranes for their quality; however, Chinese cranes have gained popularity due to their attractive pricing and quicker availability compared to German alternatives. The recent entry of Chinese equipment into mainstream markets has also resulted in falling rental rates over the past four to five years, intensifying competition. It will be interesting to see how these machines stand the test of time over the next decade.

As the industry evolves, concerns loom over the used crane market's future, especially given the precedent set by sectors like piling rigs and vibro hammers. The appeal of new Chinese machines, combined with age restrictions imposed by contractors, is reducing the demand for used machinery. In this dynamic environment, PHL remains vigilant, adapting to ensure we continue providing reliable and innovative solutions to our clients.

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

Navigating the competitive rental market poses significant challenges, particularly in maintaining operational efficiency and meeting client expectations amid fluctuating demand. PHL addresses these hurdles by adhering strictly to industry regulations, prioritising safety, and making continuous investments in advanced technology and equipment upgrades. PHL emphasise that these commitments to excellence, safety,





and innovation distinguish them in the industry, fostering long-term client relationships and positioning us as a trusted partner.

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

Technology is a transformative force in the equipment rental industry. PHL has fully embraced technological advancements, integrating sophisticated systems like automated cranes and cutting-edge machinery to enhance operational efficiency. Our adoption of digital tracking systems, remote monitoring capabilities, and predictive maintenance tools ensures optimal equipment performance and availability. These technological advancements cement PHL's status as an industry leader, committed to delivering innovative and tailored solutions to meet our clients' diverse needs.

Finance is often a significant aspect of running a rental business. What are the key finance challenges that



construction equipment rental companies encounter, especially in today's economic climate?

Financial management remains a critical challenge in the equipment rental industry. Delayed client payments pose significant risks, but PHL has developed a robust system to ensure timely collections and minimise the risk of bad debts. We also prioritise engaging with clients who demonstrate strong financial health, avoiding collaborations with companies that might pass on project losses to contractors or equipment providers. To maintain a positive cash flow, PHL leverages various banking opportunities, such as term loans, usance, leasing, and LC payment terms. These strategies provide financial stability and mitigate the impact of economic fluctuations on our operations.

Rental challenges such as equipment maintenance, logistics, and customer service are crucial for the success of rental businesses. What strategies or best practices do you recommend for overcoming these challenges?



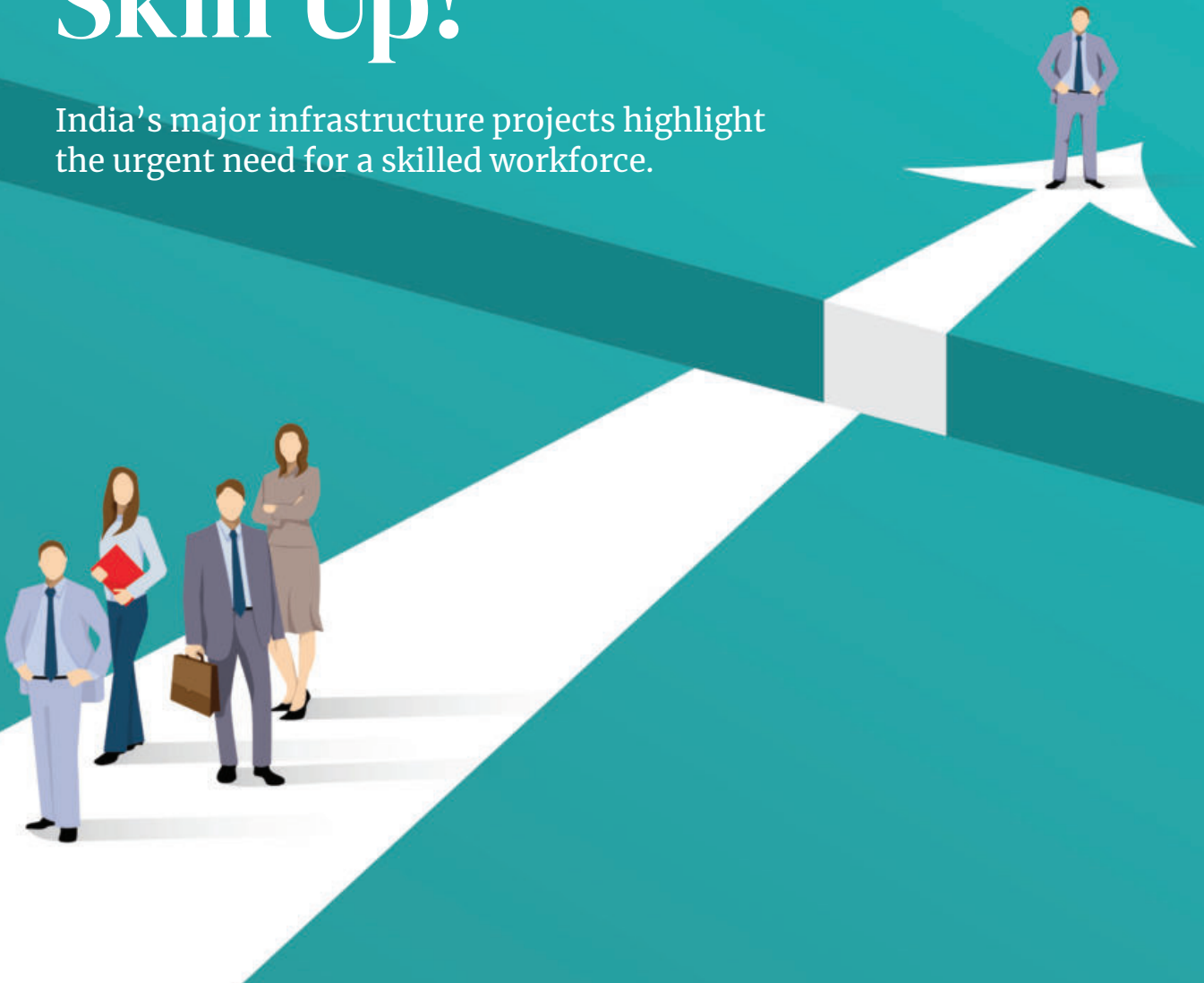
Overcoming these challenges is integral to PHL's operational strategy. We emphasise our commitment to intensive operator and safety training, managed by our HSSE department, which adheres to international safety protocols. This dedication to safety is reflected in our achievement of zero accidents over the past year, with no lost man-hours. Additionally, each of our machines is meticulously maintained using original OEM parts, without tampering with any crucial equipment details such as manufacturing year. This commitment to integrity, safety, and detailed maintenance ensures consistent and reliable service, helping us uphold the highest standards and exceed client expectations.





Skill Up!

India's major infrastructure projects highlight the urgent need for a skilled workforce.



As India undertakes transformative infrastructure projects, the need for a skilled workforce is more critical than ever. While the construction industry is a major economic contributor, it faces challenges in workforce development, especially with a significant portion operating informally and lacking formal training.

CONSTRUCTION WORLD and **EQUIPMENT INDIA** organised a panel discussion featuring industry leaders discussing the urgent need for skilling

in the construction equipment sector. Here are some highlights.

Growing demand for skilled labour

The construction and engineering sectors in India are experiencing a significant boom, driven by government initiatives like the Pradhan Mantri Awas Yojana (PMAY) and private investments aimed at modernising the country's infrastructure. This boom has led to an

exponential increase in the demand for skilled labour. The industry is not just building bridges, roads and skyscrapers – it is laying the foundation for the nation's future economic growth.

"India's ambitious growth trajectory is embarking on major mega projects that were once deemed impossible," says **SP Rajan**, Vice President and Head of Plant and Machinery, L&T Construction. "These endeavours are not just



SP Rajan
Vice President
and Head of Plant
and Machinery,
L&T Construction.

engineering feats; they are proof of our potential – our potential of a skilled workforce.”

Vijay Kumar, CEO, Infrastructure Equipment Skill Council (IESC), is acutely aware of the need to grow this skilled workforce. According to him, about 1,00,000 pieces of construction equipment are sold annually in India. Each piece of machinery requires trained operators and technicians to function efficiently, yet the industry faces a significant shortage of skilled workers. “Even if we account for two operators per piece of equipment, we need 2,00,000 operators every year,” he reasons. “The challenge is even greater when you consider the technicians needed for maintenance.”

However, much of the current workforce learns their trade informally, often as helpers on job sites. While this method has its merits, it falls short in providing comprehensive training, especially in critical areas such as safety, environmental awareness and basic troubleshooting. The absence of formal training and certification leaves significant gaps, leading to inefficiencies, higher operational costs and, most worryingly, compromised safety on construction sites.

“Our journey to becoming a global construction powerhouse is undoubtedly linked to the skill of our workforce,” asserts Rajan. “But this workforce is still part of an unorganised sector that forms the backbone of our industry.”

Building the future

The need for a skilled workforce has led to a concerted effort by various stakeholders to address the skill gap through targeted training programmes. IESC has been at the forefront of this movement, offering



Vijay Kumar
CEO,
Infrastructure
Equipment Skill
Council (IESC)

structured training programmes designed to produce well-rounded professionals. These programmes go beyond basic machine operation to include soft skills like computer literacy, financial literacy and effective communication.

“Our aim is to create a workforce that is not just competent but also adaptable to the rapidly changing technological landscape,” says Kumar. “By incorporating soft skills into our training, we ensure that our operators are not only proficient in their tasks but also capable of growing into more complex roles within the industry.”

IESC’s training programmes are meticulously designed to cover a broad spectrum of skills. For instance, operators are trained to conduct pre-operational safety checks, perform basic troubleshooting, and understand the environmental impact of their work. This comprehensive approach ensures that workers are better equipped to meet the demands of modern construction projects, where timelines are tight and the margin for error is slim.

Commitment to skilling

Recognising the critical need for skilled labour, corporate India is playing a vital role in this skilling revolution. Leading companies like Schwing Stetter India and Terex India have made skill development a cornerstone of their corporate strategies. These companies understand that a well-trained workforce is not just a necessity for operational efficiency but also a key competitive advantage.

S Baskar Babu, Senior



S Baskar Babu
Senior Vice
President
– Training and
Corporate
Communications,
Schwing Stetter
India

Vice President – Training and Corporate Communications, Schwing Stetter India, explains that the company has established a world-class training institute at its factory in Tamil Nadu. “Skill development is embedded in our corporate strategy,” he says. “We don’t just stop at selling equipment; we ensure that our customers, vendors

and employees are thoroughly trained to operate and maintain these machines.”

Schwing Stetter’s training programmes are comprehensive, incorporating both theoretical and practical components. The company uses advanced simulators to provide hands-on training in a controlled environment. “Our training institute is equipped with state-of-the-art welding simulators and practical labs,” says Babu. “We train not only our employees but also the operators and technicians of our clients.”

This commitment to skilling extends to external partners as well. Schwing Stetter collaborates with state government skill development corporations in Tamil Nadu, Assam and Uttarakhand, among others, to train unemployed youth in construction equipment operation. The company’s efforts have led to the training and certification of thousands of operators, many of whom have gone on to secure employment with leading construction firms across India.

For his part, **Amol Sinha, Director, Product and Training, Terex India**,

shares that his company has developed a robust training programme that covers a wide range of skills, from basic machinery operation to advanced topics like electric mobility and power electronics. “Training is not an afterthought at Terex; it is



Amol Sinha
Director, Product
and Training,
Terex India

part of our DNA,” he says. “We understand that the rapidly evolving technology in construction equipment requires continuous learning. Our training programmes are designed to keep our workforce at the cutting edge of technology.”

Terex’s approach to training is holistic, encompassing all levels of the organisation. “We provide tailored training programmes for different roles within the company, ensuring that everyone, from engineers to assembly line workers, is proficient in the latest technologies,” says Sinha. This commitment to continuous learning ensures that Terex remains competitive in a fast-changing industry.

“Our corporate partners like Schwing Stetter and Terex are not just contributing to the economy but are also playing a pivotal role in building a skilled India,” notes Rajan. “Their commitment to skilling ensures that our workforce is well prepared to tackle future challenges.”

Role of technology in skilling

As the construction industry becomes increasingly technology-driven, the role of technology in skilling has become more prominent. Advanced technologies like augmented reality (AR), virtual reality (VR) and connected machines are revolutionising the way operators are trained, making them more efficient and better prepared to handle the complexities of modern construction projects.

Kumar highlights the importance of integrating these technologies into training programmes. “The machinery we use today is vastly different from what it was even a decade ago,” he points out. “Telematics, IoT and predictive maintenance systems are now

standard features in many types of equipment. Our training programmes need to evolve alongside these technologies to ensure that operators can fully utilise the capabilities of modern machinery.”

IESC is already incorporating AR and VR into its training modules. These tools provide operators with realistic, hands-on experience in a controlled environment, reducing the risks associated with training on live equipment. “AR and VR allow us to simulate real-world conditions, providing operators with the experience they need without the associated risks,” adds Kumar. “This

is particularly valuable in a sector where practical experience is crucial.”

Babu agrees, noting that these technologies are becoming integral to training programmes at his company. “We have embraced AR and

VR as part of our training strategy. These tools not only enhance the learning experience but also ensure that our operators are better prepared to handle real-world scenarios.”

Andrei Geikalo, Founder and CEO, MyCrane, emphasises the importance of complementing digital tools with traditional hands-on training. “Digitalisation cannot replace real training; it can only complement it,” he avers. “At MyCrane, we ensure that our suppliers have access to comprehensive training materials and industry guidelines. This combination of digital resources and hands-on

The cost of training, particularly for advanced equipment, is another significant barrier. Training a single operator involves substantial expenses, including machine downtime, fuel consumption and wear and tear on equipment.

experience ensures that crane operators on our platform meet the highest standards of proficiency and safety.”

“The infusion of technology has further accelerated the learning curve, empowering workers to acquire new skills rapidly,” observes Rajan. “This translates to cost-effective project execution and adherence to stringent timelines, essential for our growth as a global construction powerhouse.”

Overcoming challenges in workforce development

Despite these advancements, significant challenges remain in the skilling landscape. Mobilising candidates for training programmes is one of the most pressing issues. The construction industry has long been seen as less desirable compared to white-collar professions, a perception that deters potential candidates. Moreover, the geographical spread of India’s infrastructure projects often requires workers to relocate, a prospect that many find unappealing.

“One of the biggest challenges we face is convincing young people to pursue careers in construction,” says Babu. “Many prefer jobs that are close to home or in urban areas. However, the reality is that most large infrastructure projects are in more remote locations, which makes it difficult to attract and retain talent.”

To address this issue, Schwing Stetter has developed a collaborative approach, partnering with local businesses and government agencies to provide on-the-job training. “By



Andrei Geikalo
Founder and CEO,
MyCrane

working with local players, we can offer practical, hands-on training that not only reduces costs but also makes it easier to mobilise candidates,” explains Babu.

The cost of training, particularly for advanced equipment, is another significant barrier. Training a single operator involves substantial expenses, including machine downtime, fuel consumption and wear and tear on equipment. “Training is expensive, especially when it involves high-tech equipment,” says Sinha. “But it’s an investment that pays off in the long run.” To mitigate these costs, Terex has adopted a blended learning approach, combining theoretical instruction with practical experience and digital tools like AR and VR.



Ratan Lal Kashyap
President – SCM,
Dineshchandra
Agrawal Infracon

Meanwhile, **Ratan Lal Kashyap, President – SCM, Dineshchandra Agrawal Infracon**, emphasises the importance of retaining skilled workers. “As the infrastructure sector continues to expand, opportunities for workers to move between companies increase and retention of skilled workers is a major challenge,” he notes. To combat this, companies are implementing robust systems for career planning and employee engagement. “We need to ensure that our employees see a clear path for advancement within the company,” he adds. “This is key to retaining talent.”

“Addressing these challenges requires innovation and collaboration,” says Rajan. “By investing in training and development, we can not only enhance employability but also drive significant productivity across the industry.”

The future of skilling in India

Looking to the future, the construction industry in India will increasingly rely on a skilled workforce capable of operating within a highly technological environment. There is a growing consensus among industry leaders that formal certification and licensing of operators, similar to what exists in the automotive industry, are essential for maintaining high standards of safety and efficiency.



HS Mohan
former CEO, IESC

HS Mohan, former CEO, IESC, advocates for the introduction of a licensing system for construction equipment operators. “Just as you need a license to drive a car, you should need a license to operate heavy machinery,” he says. “This would ensure that only qualified individuals are allowed to handle equipment, significantly improving safety on construction sites.”

The idea of licensing is not just about improving safety; it’s also about professionalising the workforce. “Licensing would give operators a recognised qualification, which could open up more opportunities for them both in India and abroad,” adds Mohan. This approach aligns with the broader goal of creating a globally competitive workforce, capable of meeting the growing demand for skilled labour in international markets.

The international potential of India’s skilled workforce is indeed vast. As countries around the world continue to invest in infrastructure, the demand for skilled workers is on the rise. With the right training and certification, Indian workers could compete for jobs in these markets, providing them with new opportunities and contributing to the country’s economic growth.

Mohan also emphasises the need for a more integrated approach to skilling, one that aligns with global standards. “There’s a huge opportunity for our skilled workers to find employment abroad,” he says. “If we can align our training programmes with global standards, we can open up a wealth of opportunities for our workforce.” This would not only benefit individual workers but also enhance India’s reputation as a hub for skilled labour.

The road ahead

India’s infrastructure boom presents a unique opportunity to build a workforce that is not only ready for the future but also capable of leading it. By investing in skill development, embracing technological advancements and fostering collaboration between industry and educational institutions, the country can create a workforce that is well-equipped to handle the challenges of modern construction. The path forward requires a concerted effort from all stakeholders, but the rewards – for both the industry and the nation – are well worth the investment.

As the country continues to scale new heights in infrastructure, the importance of a skilled workforce cannot be overstated. It is the backbone of India’s growth, driving the nation towards a prosperous and sustainable future. The vision of a ‘Skilled India’ is not just about meeting the immediate needs of the construction industry; it’s about laying the foundation for a stronger, more resilient economy that can compete on the global stage. The journey is challenging but with the right strategies in place, India is well on its way to becoming a global leader in infrastructure development, powered by a workforce that is as skilled as it is ambitious.

KARTHIK MUTHUVEERAN





Why is CE Industry Shying Away from Sharing Info

At a time when even the Supreme Court forced the Government of India to reveal the donors to the electoral bond scheme, there are associations in India, which are not maintaining the spirit of transparency, argues PRATAP PADODE.



Associations often represent the collective interests of industries, and some information, such as proprietary technologies, strategies, or trade secrets, could be sensitive. Confidentiality helps safeguard competitive advantage. While this is

true, sharing information which is factual for example sales of various categories of construction equipment on a national basis, company wise, monthly, could help analyse trends in the various segments of construction. Society of Indian Automobile Manufacturers (SIAM) on

the other hand makes sharing of information a pre-condition to membership. SIAM, for instance, explicitly focuses on open data sharing related to production, domestic sales trends, and export trends to create a reliable industry environment. By making aggregated

data publicly accessible, SIAM ensures that stakeholders, including the government and consumers, can make informed decisions. This enhances the industry's credibility and allows for a more accurate assessment of sector growth. It publishes regularly, on a monthly basis, the following:

- Category and company-wise summary report (monthly and YoY growth)
- Segment and company-wise production, domestic sales and exports report (monthly and cumulative)
- Sub-segment and company-wise production, domestic sales and exports report (monthly and cumulative)
- Market share analysis

SIAM's practice has only enhanced its credibility and created trust in the members of the industry. Its allied stakeholders like auto components industry have benefitted by having access to information which provides them a window into trends. The construction equipment (CE) industry is not as important for automobile component industry as the passenger vehicle, two wheelers and commercial vehicles due to sheer volumes but while that market is facing disruption due to electric vehicles, the impacted supply chain vendors are not even considering the CE industry as a saving grace. The supply chain exclusivity comes at a price. Non-sharing of information by the CE industry can affect supply chain development too. When industry data is not readily available, it hampers suppliers' ability to align their production capacity, raw material procurement, and innovation efforts with market needs. This lack of visibility can lead to inefficiencies, delays, and higher costs in the supply chain, ultimately slowing down growth and technological advancement.

Sharing information can significantly help in building a stronger dealer network. When manufacturers provide clear and transparent data regarding market demand, sales trends, product performance, and inventory levels, dealers can better align their strategies for stocking, marketing, and servicing products. This transparency enhances trust and collaboration between manufacturers and dealers, leading to optimised operations, better customer service, and improved sales. Additionally, it allows dealers to anticipate market shifts and plan, accordingly, making them more competitive and agile in response to changing conditions.

By keeping their supply chain vendors confidential and exclusive, CE manufacturers may indeed be missing certain cost efficiencies that could come from a more collaborative, open-source approach. While exclusivity allows manufacturers to maintain competitive advantages, protect proprietary innovations, and ensure product consistency, it can also result in the following inefficiencies:

- **Limited supplier competition:** By working with a select group of suppliers, manufacturers may miss out on opportunities for cost savings that could arise from a broader pool of vendors. Increased competition among suppliers could drive down prices and lead to better terms.
- **Reduced innovation potential:** Open collaboration with a wider range of suppliers can lead to shared innovation. By keeping supply chains closed, manufacturers might limit their access to new technologies and processes that other suppliers could offer.
- **Missed economies of scale:** When several manufacturers share common suppliers, the vendors

can scale up production, leading to lower per-unit costs. By maintaining exclusivity, CE manufacturers may not fully capitalise on such economies of scale.

- **Risk concentration:** Relying on a smaller set of exclusive suppliers increases the risk of supply chain disruptions. If a supplier faces issues, it could cause delays or price increases, which could have been mitigated with a more diversified supply base.

However, many manufacturers prioritise exclusivity to ensure quality control, protect intellectual property, and maintain a unique competitive edge.

While market leaders tend to stifle smaller players, policies which require a relook to allow a democratic approach, can be dynamic only when such information is shared by the association or the industry.

Stakeholders, including consumers, regulators, and the public, benefit from transparency in industries. Keeping too much information confidential could hinder informed decision-making, regulation, and public accountability. If associations keep too much information confidential, it could lead to concerns about collusion or anti-competitive practices, particularly if industry players are coordinating in ways that might harm consumer interests. In some industries, such as healthcare, construction, or environmental sectors, withholding critical information could impact public safety or well-being, making transparency essential.



ABOUT THE AUTHOR:

The article is authored by Pratap Padode, who is Founder and Editor-in-Chief, Equipment India.

Truck Rentals Rise in July

Used commercial vehicles showed a healthy YoY growth across all weight categories.



After remaining tepid for two months, truck rentals across key trunk routes witnessed a rebound in July. In anticipation of strong festival demand, manufacturers have started moving goods to key commercial hubs, thereby pushing up demand for trucks in July, showed data from Shriram Mobility Bulletin. The fleet occupancy levels have also started rising. Kolkata-Guwahati-Kolkata route seeing a sharp 3.9 per cent increase in trip rentals.

Used commercial vehicles (UCVs) showed a healthy YoY growth across all weight categories with the 2 to 3.5-tonne 4-wheeler UCVs prices increasing by as much as 47 per cent followed by a 36 per cent growth in the 1.5 to 2-tonne category.

Used passenger vehicle prices, across the sedans and compact SUVs saw a decline ranging from 6 per cent up to 10 per cent on a YoY basis. The prices of Maruti Swift and Maruti Ertiga dropped 10 per cent in July (YoY), while Mahindra Scorpio and Hyundai Creta lost 6 per cent in resale prices. The prices of used two-

wheelers saw a rise in most categories except Honda Shine and Bajaj Pulsar, which saw a decline of 3 per cent and 2 per cent respectively in July (YoY).

Sales of new vehicles witnessed an upward movement as discounts have entered the market after a long gap. Car sales witnessed an 11 per cent MoM rise and a 9 per cent YoY rise in July. Two-wheelers sales rose 5 per cent on a MoM basis (17 per cent increase YoY). Commercial Vehicle sales also saw an upward swing on a MoM and YoY basis with E-Rickshaw with cart registering an 87 per cent increase on a YoY basis and Commercial Tractors registering a 19 per cent increase on a MoM basis.

While fuel consumption for petrol remained unchanged in July, diesel consumption dropped by 10 per cent vis-à-vis June 2024 consumption levels. Similarly, Intra-State and Inter-State E-Way Bill generation, number of suppliers, and E-Way bill value all decreased on a MoM basis in June 2024. FASTag toll collections also remained flat as compared to the collection of June 2024.

YS Chakravarti, MD & CEO of

With the Kharif Harvest round the corner, Commercial Tractors achieve 19 per cent and Agricultural Tractors achieve 12 per cent growth in Sales on a MoM basis in July 2024

Inventory levels at vehicle dealerships have reached an all-time high, ranging from 67 to 72 days

Prices of used commercial vehicles rise in July

Shriram Finance, speaking about the July 2024 Mobility Bulletin said, “With kharif harvest around the corner and copious water stored in reservoirs due to good monsoon rains, rural activity will gain momentum in the coming months. Manufacturers too are ramping up supplies to commercial hubs in anticipation of higher festive offtake across product categories. We are witnessing sentiment turning positive. Two-wheeler sales which form the backbone for rural transportation is expected to do well. Two-wheeler sales in the D2D (Dussehra to Dhanteras) may be in the region of 54 lakh to 55 lakh units, up from nearly 45 lakh last year.” 🚚

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Maximising Uptime

India bearings market is projected to reach \$6714.8 million by 2032, growing at a CAGR of 13.5% from 2024 to 2032.



Maximising Uptime

India bearings market is projected to reach \$6714.8 million by 2032, growing at a CAGR of 13.5 per cent from 2024 to 2032.



The construction equipment industry is a critical component of the global economy, facilitating the development of infrastructure, buildings, and other essential projects. A vital element of this sector is the bearings used in various machinery, including excavators, bulldozers, cranes, and loaders. Bearings play a pivotal role in ensuring the smooth operation, efficiency, and longevity of these machines.

Bearing as a component is in itself quite excluded with each category placing its important use in different machine parts and not limiting to specific manufacturing industry. Bearings have extensive use both in the industrial sector and automobile sector because of the functionality for which it is made; constraining relative

motion to only the desired motion, and reducing friction between moving parts.

Indian market

The Indian bearing market is valued at approximately ₹95 billion, representing less than 5 per cent of global bearing demand. About 60 per cent of the market's consumption is fulfilled by domestic production, while the remainder is sourced through imports. The market is primarily dominated by international brands alongside local companies such as NEI and NRB. Although many players operate in the industry, competition remains moderate, with the top five companies holding around 80 per cent of the market share. Major market leaders benefit from strong technology partnerships with their foreign parent

companies, which is crucial since bearings must meet high quality standards due to their use in essential machinery components.

Kaustubh V Phadtare, Managing Director, Kavitsu Group of Industries, elaborates,

“Construction equipment uses a variety of bearings, right from three-row roller bearings to smaller single-row ball bearings. These are chosen based on the load ratings of the vehicles and whether they are dynamic or stationary. These bearings can be externally geared or internally geared, with a driving pinion shaft.”

According to Phadtare, bearings



Kaustubh V Phadtare,
Managing
Director, Kavitsu
Group of
Industries

are an essential part of construction equipment as they help to reduce friction while rotating the surfaces. He adds, "Choosing the right bearing depending on the load rating and working cycle is very important, as wrong selection can be catastrophic. Also, proper and timely maintenance ensures that the bearing lasts for a longer period. Manufacturers must also follow strict quality checks so that there is no premature failure in the bearings."

Emerging markets with significant infrastructure needs are driving the growth of construction equipment manufacturing, which in turn boosts the bearing market in the construction sector. Bearings are always in demand due to their essential role in equipment, primarily by reducing friction. They also support loads, enhance power transmission efficiency, and maintain alignment. These features allow machinery to operate longer and more efficiently. However, selecting the appropriate bearing for specific applications is crucial for achieving optimal machine efficiency. Additionally, regular bearing maintenance is vital for ensuring both the bearing's and the machine's performance. Proper lubrication is a key to maintaining bearings and extending their lifespan.

"India is becoming a global manufacturing hub, which means the demand for industrial bearings will continue to expand. Fuelling further economic development and the need for bearings is the country's strong consumer base and skilled workforce. Considerable growth is projected for construction equipment as government initiatives to boost the country's infrastructure take effect. This equipment will capitalise on a longstanding trend for bearings to effectively manage heightened power density. Construction equipment is constantly evolving toward higher efficiency, lower carbon footprint and

BEARING LUBRICATION: KEY CONCEPTS

- Advancements in materials have extended the operating life of bearings, even under severe operating conditions.
- New additives enable bearing lubricants to be designed and developed for specific applications.
- Future bearing materials will boost performance and improve efficiency.
- Choosing the right bearing depending on the load rating and working cycle is very important.

greater productivity. Rolling and sliding bearings are advancing in tandem towards lower friction, higher speeds and higher load carrying capabilities," said **Pramod Francis**, Head – Application Engineering, CCTY Bearing India.

Growth trend

The global bearings market for construction equipment is witnessing significant growth, driven by several factors.

Governments worldwide are investing heavily in infrastructure projects, leading to increased demand for construction equipment and, consequently, bearings.

The introduction of smart bearings

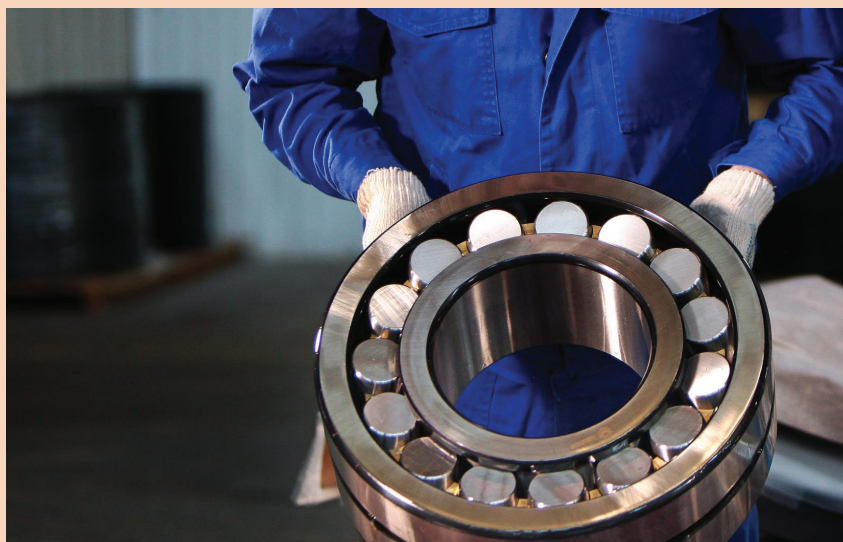
equipped with sensors for real-time monitoring and predictive maintenance is revolutionising the industry. These innovations enhance the reliability and efficiency of construction machinery. Similarly, there is a growing emphasis on eco-friendly practices in the construction sector. Manufacturers are exploring the use of materials and designs that minimise environmental impact, such as recyclable bearing materials. Also, the rise of electric construction equipment is altering bearing design and material requirements.

Technological innovation

Phadtare explains, "Kavitsu provides solutions for every range of the product comprised in the construction equipment portfolio. The major products include bearings for excavators, crawlers, tower cranes,



Pramod Francis
Head –
Application
Engineering,
CCTY Bearing
India.



telescopic cranes, truck-mounted cranes, bridge repair cranes, and so on. Also, smaller bearings are supplied for bulldozers and road rollers.”

CCTY Bearing’s most recent innovation is the Square Ball Universal Joint. Francis adds, “This patented design replaces a convention universal joint in intermittent applications, such as steering. The maintenance-free bearing has just eight components.”

As a key supplier to the CE market, CCTY Bearing invests in both its products and partnerships. The most notable is a new manufacturing plant in Gujarat. The facility provides 25,100 m² of manufacturing, warehouse and engineering assistance. This expanded footprint in India will join CCTY Bearing’s global network of offices that provide engineering support, design assistance and warehousing for JIT delivery. Product expansion includes the formulation and development of propriety PTFE and POM-based sliding layer materials. These maintenance-free options for bushes and spherical plain bearings extend the bearing’s life while reducing wear and fatigue. An in-house research and development lab allows customers to achieve application-specific designs and lubrication formulas for maximum load and life.

SKF is a big player in the lubrication systems area for mobile

CHALLENGES IN THE BEARINGS MARKET

- Regulatory requirements of emission rules and improved safety norms demand reduced vehicle weight and lower friction technology. Customers require a lighter weight, intelligent vehicle control, and of course, low noise and improved reliability from their vehicles. It clearly requires companies to have robust R&D and new production facilities to cater to such specifications.
- The companies with a technological partnership with their foreign group entities do put forward as on stronger hold as compared to the Indian companies with no foreign collaborations as they have the advantage of tried and tested technical competencies before being brought into India.
- Raw material cost accounts for around 60–62 per cent of bearings manufacturer’s revenue. Bearings are mainly manufactured using high-grade steel or alloy steel, which exposes them to global steel price movement. Though the top players have the advantage of increasing prices on the back of technical know-how and quality standards, but still increasing input costs is a big hurdle to increasing the margins beyond a constant level.

and earthmoving machinery to lubricate chassis parts, pins, bushes, steering arms, brake cams, slewing rings, buckets and boom parts. The company is also working on intelligent, need-based lubrication systems to reduce the overall lubricant consumption and its associated costs.

Timken works closely with its customers and provides design and application recommendations to optimise performance and reliability. In other words, our latest innovation in bearings with appropriate modifications like fuel efficiency, debris resistance, improved life, etc. has been designed and produced based on customer requirements.

AKSH Manufacturing has around

100 units of standard variants for AKSH slew ring bearings including without gear and with external or internal gear. The company manufactures bearings of outer diameter ranging from 120 mm to 1,500 mm. Apart from a standard set of bearings, the company does customisation based on the specific requirement of customers as we have our own technology. We do 40 per cent of business in customised slew bearings. We will be shortly introducing our range of high-performance slew drives with minimum of 50 units of standard variants.

Road ahead

Bearings play a critical role in the construction equipment industry, and their importance will only continue to grow as technological advancements and global infrastructure needs evolve. While challenges such as competition from Chinese imports and quality control persist, initiatives like Make in India present exciting opportunities for domestic manufacturers. By focusing on innovation, sustainability, and local production, the bearings market can thrive in the dynamic landscape of the construction equipment sector, ultimately contributing to global economic growth and infrastructure development.



ABG P5320D ASPHALT PAVERS TRACKED CEV STAGE IV



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- **Flawless Finish** : Automatic conveyor and auger control with ABG's patented automatic track tensioner for consistent paving results.



“We want to integrate sustainability into our business.”

Manish Bhatnagar, Managing Director, SKF India, speaks on the role of modern technologies and automation for improving competitiveness.



What steps are being taken by SKF to achieve the objectives of sustainability?

Climate change is one of the most pertinent issues of our times. Our green manufacturing initiative focusses on reducing GHG emissions, conserving natural resources, and eliminating/reducing hazardous waste generation. For Instance, SKF India manufacturing sites reduced their water consumption by 10 per cent over the last year and are committed to water conservation and ensuring zero water discharge. Our sites are also proactively working on reduction in paper and plastic consumption through various packaging optimisation projects in collaboration with suppliers and customers. Major initiative was launched for the segregation of plastic and paper wastes at all manufacturing locations and offices to improve waste recycling. Last year, SKF India saved approximately 2,800 trees through the paper packaging optimisation project.

We all need to move towards a clean, responsible, net-zero, fully circular society. Roughly 20 per cent of global energy goes to overcoming friction. Together with the industry and academia we work to drive the needed changes in society by creating reliable rotation and reducing friction. Our largest contribution lies in providing clean technology solutions for the industrial transformation,

and in developing more and more of our products to become lighter, more efficient, longer lasting, repairable, and, ultimately, recyclable. This in turn helps our customers reach their goals for sustainability and growth.

Through all these and many more initiatives, SKF will continue to implement sustainability initiatives to minimise the environmental impact while contributing to the long-term business goals and social responsibility.

How is the manufacturing sector responding to the need to mitigate the effects of climate change?

The world is rapidly changing, and environmental and climate change mitigation are critical to the long-term survival of our planet. As such, there is a growing demand for sustainable solutions across all industries. The shift towards sustainability has created a demand for environmentally friendly, energy-efficient, and socially responsible products and services. Companies in various industries are adopting sustainable practices, including promoting the use of renewable energy sources, reducing waste and emissions, and incorporating environmentally friendly materials. SKF is committed to decarbonising its operations and helping customers achieve their sustainability goals and we will continue to make significant progress with our science-based net-zero targets. We strongly believe that the future of manufacturing will be defined not just by efficiency and productivity, but also by its ability to create a positive impact on the planet and its people.

How is SKF helping its customers to achieve their net zero emission targets?

We want to integrate sustainability into our business – in our products, services, and customer solutions. We enable our customers to move towards a circular economy by providing products, services and solutions that help improve process efficiency, reduce friction and waste, extend service life, and achieve other sustainability benefits.

For example, through our remanufacturing capabilities, we help customers refurbish end-of-life bearings, thereby reducing consumption, industrial waste, and total cost of ownership. Remanufacturing extends the service life of bearings. It reduces environmental impact, increases asset reliability, and cuts costs. Another example is our revolutionary RecondOil box that helps customers reuse industrial oil, bringing significant financial, environmental and performance benefits. Our CO2 calculation dashboard helps customers understand carbon emissions during bearing manufacturing and life cycle and plan their decarbonisation roadmap accordingly.

Our strength lies in our ability to continuously develop new technologies. These technologies are utilised to create value-adding solutions that provide competitive advantages to our customers while contributing to the goal of building a sustainable society.

How can green engineering/ manufacturing (sustainability) practices help India in gaining competitive advantage in the global marketplace?

Sustainability is at the forefront, emphasising economic, ecological, and societal perspectives. As businesses become more aware of the importance of sustainability, the

demand for sustainably manufactured products is expected to grow. Manufacturers that are early adopters of sustainable manufacturing practices will be well-positioned to meet this growing demand and achieve a competitive advantage. For manufacturers, this means embracing new and emerging technologies to ensure more efficient processes, and data-driven decision-making. Sustainability becomes a win-win for businesses and society to reduce the environmental impact as well as and reduce costs.

How important is the role of modern technologies & automation for improving Indian manufacturers' competitiveness and green manufacturing index?

Several innovations such as IoT for real-time monitoring and predictive maintenance, AI and machine learning for analytics and optimisation, and robotics for precision and speed, are reshaping manufacturing sector and it is crucial for Indian manufacturers to adopt these modern technologies. Technologies such as 3D printing reduces waste and expedites product development. Digital twins offer real-time simulations, while AR and VR aid training and maintenance.

Supply chain digitisation enhances transparency, sustainable energy sources cut costs, and blockchain improves traceability. Edge computing enables real-time decision-making, collaborative platforms, predictive analytics, and lean manufacturing. These innovations, when strategically integrated, empower manufacturers to enhance productivity, cut costs, improve product quality, and swiftly adapt to market changes, enhancing competitiveness.

What is your expectation for FY24 & FY25?

Despite global challenges, India has achieved an impressive growth

supported by local consumption and a favourable policy environment, as well as a stable political environment. Manufacturing and infrastructure-led industries are significant contributors to the current growth in GDP. India is bound to get impacted by slower global growth, however, domestic demand-led growth will provide India with the necessary momentum to post reasonably strong growth this year. We believe India will need a strong rebound in investments to attain sustainable growth.

Also, manufacturers will get even more innovative and collaborative in their approach to reduce carbon footprint, increase efficiency, and circularity this year and next. Companies will work closely with suppliers, distributors, and consumers to create a truly circular ecosystem including joint responsibility for product lifecycle management and ensuring responsible sourcing and end-of-life solutions.

What kinds of growth opportunities are you looking to tap in the coming years?

We have an outstanding position in our industry. Our customers appreciate our consistent and excellent quality, the performance of our products and services, our broad customer offering and our global presence and wide reach. Based on our strategy of driving intelligent and clean growth, we have embarked on an exciting journey to become a more focused, innovative and profitable industrial player. We are accelerating the development of new technologies, such as solutions for electric vehicles, recycling and critical sectors. Moreover, to serve customers better and capture future growth, we are digitalising the value chain and regionalizing the supply chain. We will continue to focus on high growth areas and sectors where our technological edge will support customers striving for a sustainable future.





Energy Efficiency in Industrial Goods

Industrial products' energy efficiency is essential for cutting expenses and minimising their negative environmental effects.

In today's industrial landscape, energy efficiency has become a critical focus. Industries are constantly seeking ways to optimise their operations and reduce energy use as environmental concerns and energy costs rise. Industrial products' energy efficiency is essential for cutting expenses and minimising their negative environmental effects. High-quality resistant wire ensures precise control of heat and electrical resistance, which is crucial for improving the energy performance of equipment in numerous industries.

This lowers power losses and promotes effective energy conversion. Another crucial component is optimised heat transfer, which guarantees efficient thermal energy distribution throughout industrial systems to maximise productivity and reduce waste. Optimised heat transmission makes Better thermal management possible when paired with cutting-edge materials, effective engineering, and design. This is crucial for energy-intensive processes like manufacturing, heating, and power generation.

Not less important than customisation is attaining energy efficiency. Customised solutions enable industrial goods to fulfill certain operating needs, enhancing efficiency while cutting energy usage. By making materials and components unique, you may maximise their lifespan and operating efficiency by ensuring that they are appropriate for



particular temperatures, conditions, and workloads. High-quality resistance wire, superior heat transfer characteristics, tailored products, and maintenance-free designs can significantly increase energy efficiency.

Let's address how these elements affect industrial systems' overall performance and energy savings.

High resistance wire for energy savings

An essential part of many industrial heating applications is

resistant wire. The type of wire used in heating components, furnaces, or ovens can have a big impact on how much energy they use. The goal of high-quality resistant wire is to minimise energy loss while providing constant resistance.

Low energy loss: High-grade resistive wire makes sure that more electrical energy is used for the intended heating operation by reducing the amount of energy dissipated as heat.

Durability: These cables frequently last longer, which reduces



the need for repairs and maintenance expenses and increases operational efficiency.

Increased efficiency: These wires' improved conductivity and heat resistance lead to increased heating efficiency, which results in energy savings.

Heat transfer optimisation for maximum energy utilisation

Energy efficiency in any industrial operation involving heating or cooling depends on efficient heat transmission. Processes operate as efficiently as possible with little energy loss thanks to optimised heat transmission.

Even heat distribution: Excellent engineering and materials guarantee that heat is dispersed uniformly throughout the system, avoiding hot or cold areas that might cause inefficiencies.

Decreased heat loss: More energy that stays in the process is directed toward the environment thanks to improved insulation and materials with exceptional heat retention qualities.

Quick heat recovery: Industrial systems that have effective heat

transfer mechanisms recover more quickly, resulting in reduced downtime and higher energy efficiency.

Personalised industrial products

When improving industrial equipment for energy savings, customisation is essential. There could be inefficiencies if off-the-shelf solutions don't always match the unique requirements of every industrial operation.

Tailored to application: When designing customised industrial goods, the unique thermal and operational needs of an industrial process are taken into consideration. As a result, no energy is lost in systems that are either overpowered or underpowered.

Appropriate measurement: By optimising customised equipment for precise energy requirements, excessively large systems that use more energy than required can be avoided.

Advanced materials: By tailoring the material selection for certain applications, energy efficiency can be optimised under particular operating conditions.

Low-maintenance options for extended effectiveness

The energy efficiency of industrial operations can be adversely affected by frequent maintenance and downtime. Designs that require no maintenance are crucial for optimising uptime and reducing wasteful energy usage.

Decreased downtime: Low-maintenance equipment has fewer shutdowns, which guarantees uninterrupted operation and uses less energy to restart systems.

Longer equipment life: Maintenance-free solutions typically have a longer lifespan, which means less frequent replacements and the energy expenditures involved in producing and setting up new parts.

Optimised performance: Designs that don't require maintenance are frequently built to operate at their best for extended periods, guaranteeing steady energy efficiency throughout their lifetime.

Industrial products with premium resistance wire, optimal heat transfer, customised solutions, and maintenance-free designs provide substantial advantages in the quest for energy efficiency. They not only contribute to a decrease in energy usage, but they also enhance overall operational effectiveness and lower expenses over time. Adopting these latest innovations is crucial for being competitive and ecologically conscious as firms prioritise sustainability.

Industries may enhance their bottom line and the environment by using these energy-saving solutions, which can also drastically reduce their carbon footprint, energy expenditures, and system longevity and dependability.



ABOUT THE AUTHOR:

The article is authored by Dhawal Gupta, Co-Founder of Subhot Enterprises.

Copeland announces ₹500 crore investments in India

Copeland, a global leader in sustainable climate solutions, announced an Rs 500 crore investment in India to expand its manufacturing facility in Atit, Maharashtra and for the construction of a new global R&D centre in Pune, Maharashtra. The manufacturing, engineering and R&D investments in India will expand existing engineering capabilities, increase production capacity of Copeland's compression solutions and advance the innovation of sustainable heating, cooling, refrigeration and industrial solutions.

Underscoring Copeland's commitment to India, these expanded India facilities will provide for the addition of an advanced scroll

compressor line catering to both the domestic and Copeland's key international markets in the region. The investments will expand Copeland's existing Pune manufacturing facility by an additional 7,350 sq m over the next five years and the addition of a 15,000 sq m R&D centre focused on advancing Copeland's climate solutions for its customers.

The addition of Copeland's award-winning scroll compressors to the manufacturing line up in India will advance cooling and refrigeration technology deployments for its customers based in the country. The company's expanded R&D investments in India will play a major



role in helping pave a more sustainable and innovative future, as Copeland supports three global megatrends: energy transition through electrification of heating demand, adoption of low-GWP and natural refrigerants, and in safeguarding perishable food and medical products through an efficient and sustainable cold chain.

"Copeland is committed to serving our customers in India and the region by helping them address the demand for sustainable solutions and world-class quality," said Sandeep Gupta, VP and MD.

Scania India announces Silvio Munhoz as its new MD

Scania India has appointed **Silvio Munhoz** as the new Managing Director, effective September 1, 2024. Silvio succeeds **Johan P. Schlyter**, bringing decades of extensive experience in the automotive industry to his new role.



in the region.

Commenting on his new role, Silvio Munhoz said, "I am truly honoured to lead Scania India during a time of immense transition within the automotive industry. My focus will be on reassuring Scania's commitment to the

Silvio's leadership journey includes key positions such as Managing Director of Codema, and interim President and CEO of Scania Brazil. Throughout his career, he has demonstrated a strong strategic vision, a customer-centric approach, and a deep commitment to sustainable innovation, driving success across multiple markets. His appointment marks a new chapter in Scania India's growth, as the company continues to focus on delivering state-of-the-art transport solutions and reinforcing its sustainability initiatives

Indian market while expanding the adoption of sustainable and innovative power and transport solutions. I look forward to working with the talented team at Scania India and building upon the solid foundation established by my predecessor, Johan P. Schlyter."

Under Silvio's leadership, Scania India is poised to continue its commitment to providing complete solutions to the transport and energy industries in India comprising premium products and services.

ABB India launches wireless auto solutions

ABB India has announced the launch of ABB-free@home® in India, a Smart Home automation system with enhanced interoperability. This cutting-edge and comprehensive wireless home automation solution is designed to enhance comfort, security, and energy efficiency for the residential segment. It allows users to integrate and control additional elements such as white good appliances, third party devices as well as EV chargers, through a single interface.

The ABB-free@home® system includes a Matter Bridge Add-on. Matter is an emerging, open-source connectivity standard for smart homes, allowing for seamless cross-functionality with a wide variety of smart devices. This allows users to expand and customise their smart home setups by integrating various devices and appliances as part of a unique ecosystem.



BIG 5 Global

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WORLD**

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Supporting partners



**بلدية دبي
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BKT's advanced tyre solutions for mining at 17th IMME

Balkrishna Industries (BKT) has announced its participation in the 17th edition of the International Mining and Machinery Exhibition (IMME). Organised by Confederation of Indian Industry (CII), this prestigious event will be held from October 23 to 26, 2024 at the Science City Exhibition Ground in Kolkata.

As one of the most prominent players in the off-highway tyre industry, BKT is all set to showcase its 'Bharat Ka Tire' extensive product portfolio which are 'Built in Bharat; Built for Bharat and Building Bharat', featuring cutting-edge solutions tailored to meet the diverse needs of the Indian mining sector. Attendees of IMME 2024 will have the unique

opportunity to connect with the BKT team at OD5 and witness first-hand the state-of-the-art technology that defines BKT's latest offerings.

Commenting on the company's participation, **Rajiv Poddar, Joint Managing Director, BKT**, remarked, "We are excited to be part of IMME 2024, especially at a time when the mining sector in India is undergoing significant transformation. With the government's focus on boosting domestic production and modernising mining operations, our latest tyre technologies are designed to meet these evolving demands. Our robust, high-performance tires are engineered to enhance efficiency and safety in challenging mining

environments. IMME offers us a valuable opportunity to connect with industry leaders, and align our innovations with the future needs of the mining industry in India."

With over three decades of expertise in the Off-Highway tyre segment, BKT is recognised as a leader in innovation and reliability. The company's commitment to cutting-edge technology and quality has solidified its position as a trusted name in the industry. BKT invites attendees to visit Booth OD5 to explore the latest advancements in their tyre solutions. BKT team will be available to discuss their products on mining operations that meet specific industry needs.

Motul's new car engine oil campaign

Motul, a premium synthetic engine oil brand, announced the launch of its latest TV commercial (TVC) campaign. The campaign highlights Motul's premium car engine oil product portfolio, featuring the newly launched 8000 Performax, 8000 SUV, and the legendary 300V, all of which are fully synthetic engine oils engineered to deliver unparalleled performance.

The campaign's creative execution taps into Motul's rich racing heritage, delivering the same high-performance standards to enhance everyday driving experiences. The



TVC showcases how Motul enables vehicles to overcome road obstacles with the same ease as a race car on a track. The obstacles in the commercial symbolise the challenges faced on Indian roads, reinforcing the message that Motul products ensure top-notch performance in all conditions.

Maxion Wheels celebrates inauguration ceremony of Formare in India

Maxion Wheels, a leading global wheel manufacturer for passenger cars, light trucks, buses, commercial trucks and trailers, in partnership with Iochpe Foundation from Brazil, and Savitribai Phule Pune University (SPPU), celebrated the inauguration of the company's first Formare programme in Asia, with a ribbon-cutting ceremony of the new Formare Learning Center located in Pune.

Lube Automatic Systems inaugurates new corporate office near Mumbai

Lube Automatic Systems, a subsidiary of Lube Corporation, Japan, inaugurated its new corporate office at Vasai, near Mumbai. The inauguration ceremony was graced by the presence of **Daijiro Horikoshi**, Director, Lube Corporation, and **Toshio Naka**, Vice President, Lube

Automatic Systems, India. The Indian subsidiary is headed by **Roland Machado**, President and Managing Director. The event was attended by pan India distributors of Lube Automatic Systems and local dignitaries. Established in the year 2008, Lube Automatic Systems is the



sole distributor in India of centralised lubrication systems for machine tools and plastic injection moulding machines and consumables.



Unveiling the Shadows

India is becoming a valuable source for the global market, showcasing cost-effectiveness, quality, and timely delivery. These strengths enhance its competitiveness and position it as a preferred partner in the construction equipment sector, leading international traders to recognise the benefits of sourcing from India and strengthening its global supply chain role.

Infra Engineers India Pvt Ltd (IEPL) has served in the used construction and mining equipment industry for close to a decade. With 99 per cent of its operations centred on used machinery, the company also exports new equipment, making up the remaining 1 per cent, with the authorisation from manufacturers.

Amid this progress, a silent challenge is emerging, and IEPL attempts to bring light to the issue of unauthorised exports of new equipment. This troubling trend threatens to significantly impact manufacturers, dealers, financial institutions, auctioneers, and service providers in the used equipment industry.

Circumventing regulations: Manufacturers impose stringent restrictions on traders to prevent the export of new equipment. Despite this, many traders overcome these barriers by acquiring equipment through third-party agents, securing financing, and illicitly exporting it without the knowledge of manufacturers or financial institutions.

Below-cost equipment offers: Across India, around 500 traders are actively engaged in exporting construction equipment, with nearly 95 per cent focusing on new machinery. Faced with growing competition, many traders have



turned to relaxed business practices, often selling new equipment at prices below cost to retain their competitive edge.

Threats to financial institutions: Most newly financed equipment exported from the country is backed by non-banking financial companies (NBFCs). However, this equipment is often sold without settling financing obligations, risking loan recovery for financial institutions and potentially hindering future financing for legitimate customers.

Financial roadblocks: Selling construction equipment without financing poses considerable challenges. Exporting newly financed equipment significantly jeopardises repayment prospects, prompting financiers to implement stricter funding criteria for new clients. This shift has the potential to negatively impact the entire industry. If stakeholders fail to address the issue of illegal exports of financed equipment, it could undermine the industry's stability and growth.

The struggles of the used equipment market: Globally, there is increasing interest especially by

traders in India as a source for both used and new construction equipment. IEPL is deeply involved in the used equipment sector. However, our discussions with international traders reveal that used equipment tends to be priced higher compared to new equipment. Additionally, the illegal sale of new equipment at lower prices is negatively affecting the used equipment market, creating significant challenges for competition.

Auctioneers' scenario: A significant volume of newly exported equipment is being sold through auction platforms, with many traders establishing strategic partnerships with the renowned global auctioneer, Ritchie Bros. Traders from countries like the Netherlands, Mexico, and the UAE are sourcing large quantities of equipment from Indian suppliers.

Small setbacks, big threats ahead: Manufacturers are presently offering special pricing for the domestic market. However, many exporters are exploiting this situation by obtaining financing and selling equipment through unauthorised channels. While this issue may seem minor at first glance, it has the potential to escalate into a significant problem, ultimately impeding the growth of the entire industry.

To wrap up, quick action is key; ignoring the current challenges might lead financial firms and manufacturers into tricky situations down the road. IEPL hopes all stakeholders can come together and collaborate to create a coordinated approach that successfully tackles this urgent issue.

Communication by the management
of the company

High-Performance Lubricant for Heavy-Duty Diesel Engines

The G-Profi MSI Plus 15W-40 is a premium lubricant specifically designed for heavy-duty diesel engines commonly used in cargo vehicles, quarrying, and specialised machinery. As part of the super high-performance diesel

(SHPD) oil category, this product is formulated to meet the stringent demands of modern diesel engines operating in extreme conditions. Whether used in long-haul trucks or heavy machinery in challenging environments, G-Profi MSI Plus 15W-40 offers superior performance and durability, ensuring optimal engine health and longevity.

One of the standout features of G-Profi MSI Plus 15W-40 is its enhanced detergent properties, which provide exceptional soot control, making it suitable for use in a wide range of ambient temperatures. The oil is engineered to maintain its stability and effectiveness even under high stress, high-temperature conditions, ensuring consistent performance across various operational modes.

G-Profi MSI Plus 15W-40 meets or exceeds a broad range of industry standards and manufacturer requirements, making it a versatile choice for fleet operators with mixed equipment. Some of the key specifications include: ACEA E7, API CI-4 (diesel engines), API SL (gasoline engines), Caterpillar ECF-1a / ECF-2, Cummins CES 20076, 20077, 20078, Detroit Diesel DDC 93K215, Deutz QDC III-18, Global DHD-1, JASO DH-1, Komatsu, MACK EO-N, MAN M 3275-1, MB 228.3 (Mercedes-Benz), MTU



Category 2, Renault Trucks RLD-2, Volvo VDS-3, JSC Avtodizel (YAMZ), JSC Kamaz and JSC TMZ.

This broad range of approvals reflects G-Profi MSI Plus 15W-40's compatibility with a variety of major

truck and equipment manufacturers, making it an excellent choice for industries such as construction, mining, and logistics.

Some of the advantages of G-Profi MSI Plus 15W-40 include:

High oxidation stability:

G-Profi MSI Plus 15W-40 offers high oxidation stability, meaning the oil retains its properties throughout the entire drain interval. This characteristic extends the oil's life, reducing the need for frequent oil changes and thus lowering maintenance costs for vehicle and machinery operators.

Outstanding dispersancy and detergency: This oil has superior dispersancy and detergency properties, which help in eliminating deposits and sludge from engine parts and surfaces. By preventing harmful buildup, it helps reduce engine downtime, which in turn minimizes repair expenses and prolongs the lifespan of the equipment.

High total base number (TBN):

With a high TBN, G-Profi MSI Plus 15W-40 offers robust protection against acids formed by combustion by-products. This extends the life cycle of the engine by preventing corrosion and wear, particularly in high-performance and heavy-duty diesel engines.

Effective soot control: One of the most important features of

G-Profi MSI Plus 15W-40 is its excellent soot control, which prevents the thickening of engine oil caused by soot contamination. This ensures that the oil maintains optimal viscosity and pressure, contributing to reliable engine performance.

Viscosity stability at high temperatures: The oil's viscosity stability under high temperatures provides reliable lubrication across various operating modes, reducing the likelihood of unplanned downtimes and ensuring smoother operations in harsh environments.

Corrosion inhibition: G-Profi MSI Plus 15W-40 boasts excellent corrosion inhibition properties, effectively protecting engine parts from corrosion. This feature helps to extend the life of critical engine components, saving operators money on spare parts and repairs.

Proven performance in field trials: G-Profi MSI Plus 15W-40 has been tested extensively under real-world conditions. Field trials conducted on mining dump truck engines have demonstrated a high degree of engine protection, confirming the oil's effectiveness in tough working environments where reliability is paramount.

In summary, G-Profi MSI Plus 15W-40 offers a comprehensive solution for maintaining the health and performance of heavy-duty diesel engines. Its advanced formulation ensures long-lasting protection, reduced maintenance costs, and enhanced engine efficiency, making it an ideal choice for fleet operators and industries relying on high-performance diesel machinery.

(Communication from the management of the company)

Liebherr Introduces Most Powerful 6-Axle Mobile Crane



Liebherr has unveiled its new LTM 1400-6.1, touted as the “world’s most powerful six-axle crane.” This telescopic mobile crane boasts a travel speed of 53 mph and a remarkable lifting capacity of 790,000 pounds. Its telescopic boom extends to an impressive 230 feet, with various boom extensions available that allow for a maximum hoist height of 394 feet.

One of the standout features of the LTM 1400-6.1 is its ability to self-erect within minutes, eliminating the need for an additional crane. It is also the smallest crane to incorporate Y-guying, a feature that enhances its lifting capabilities.

During setup, the guying system is secured onto the chassis and pinned in place. The hydraulic quick coupling automatically engages when the boom is lowered between the two Y-frames. A final movement

establishes the electrical connection, making the telescopic boom with Y-guying ready for operation.

Equipped with Liebherr’s VarioBase support system, the LTM 1400-6.1 offers exceptional versatility. Each outrigger can be extended to varying lengths, enhancing safety in confined spaces and increasing lifting capacities. The system includes predefined support positions with pinning options of 0 per cent, 25 per cent, 50 per cent, 75 per cent, and 100 per cent, alongside sliding beams that can be extended between 0 per cent and 50 per cent. Previously, this free extension option was only available on five-axle mobile cranes.

The crane’s ballast radius is adaptable thanks to the hydraulically operated VarioBallast system. Its standard ballast exceeds 2,20,000 pounds and can be extended to a total of 308,600 pounds, optimised

for a 25-foot radius to achieve maximum lift capacity. In tighter environments, the ballast radius can be adjusted down to 18 feet.

Powered by a 619-horsepower Liebherr eight-cylinder diesel engine, the crane’s single-engine design simplifies maintenance, reduces overall weight for enhanced lifting capacity, and improves fuel efficiency.

Safety features include a Blind Spot Information System, which alerts the operator when individuals enter the crane’s blind spots, particularly during turns. Additionally, the moving-off information system provides visual and audible warnings if someone is in front of the crane.

Liebherr emphasises that by monitoring the areas around the crane while in motion, the risk associated with restricted visibility from components like the boom and hook block is significantly mitigated.

Bobcat Launches Backhoe for the North American Market

Bobcat has officially entered the North American backhoe market with the introduction of its B760 model, claiming it features the highest dig depth in its class.

Having previously produced backhoes for international markets, Bobcat will begin offering the B760 to North American customers, with availability expected at dealerships in late 2024 and early 2025. The B760 is marketed as a versatile machine suitable for excavation, site preparation, material handling, trenching, and snow removal.

Weighing in at 19,224 pounds, the B760 boasts a dig depth of 18 feet 5 inches, aided by its standard extendable arm, which adds an additional 8 inches compared to similar models.

To enhance efficiency, the digging end offers 180 degrees of swing, reducing the need for repositioning and speeding up cycle times. It also has a lift capacity of 2,200 pounds at full reach. An automatic return-to-dig feature further streamlines the digging process.

On the loader side, the B760 provides a lift capacity of 7,985



pounds and comes equipped with a 1.4-cubic-yard general-purpose bucket.

Bobcat has integrated a “ride control” system designed to minimise bucket spillage and provide a smoother ride by absorbing shocks in the loader arms.

Powered by a 96-horsepower Bobcat engine that meets Tier 4 Final emission standards without requiring

a diesel particulate filter, the B760 achieves a travel speed of 22.6 mph. It features a four-wheel-drive Power Shift transmission for quick direction changes, ensuring adaptability on the job site.

“Its compact size makes it suitable for sites with limited space, while its impressive travel speeds enhance productivity on larger job sites,” says Jamison Wood, a Bobcat product development specialist.

An optional cab is available, which includes a ROPS/FOPS cabin or an enclosed cab featuring a five-inch colour display and pilot controls. The cab version also comes equipped with heating and air conditioning. Bobcat emphasises that both options are designed for all-day comfort, with user-friendly controls to minimise operator fatigue. For added versatility, the B760 includes auxiliary hydraulics for both the front and rear, along with a hydraulic pump capacity of 19.2 gallons per minute and 3,190 psi.



Hitachi Expands Excavator Range with Two New Models



Hitachi has added to its collection of long-reach excavators with the introduction of the 64,600-pound ZX250LC-7 SLF and the 84,900-pound ZX350LC-7 SLF. These new models complement the existing 54,900-pound ZX210LC-7H SLF, which was launched in August.

The “SLF” designation stands for “Super Long Front”. The ZX250LC-7 SLF delivers a maximum dig reach of 59 feet 8 inches at ground level, along with a digging depth of 47 feet 4 inches. In comparison, the ZX350LC-7 SLF features a ground level reach of 71 feet 11 inches and a digging depth of 57 feet.

Both excavators are powered by

Isuzu diesel engines that offer two operational modes—ECO and PWR—allowing operators to tailor performance to specific jobsite conditions.

To ensure reliability during full-extension tasks such as dredging, barge and waterway work, road construction, agricultural activities, and site cleanup, the machines have a reinforced front structure. Durability is further enhanced with a strengthened tail frame, an integrated X-Frame undercarriage, and additional track protection.

An enlarged counterweight contributes to stability during operation, while a specialized swing motor, control valve, and hydraulic

circuit enable precise movement across the excavator’s full range of motion.

The larger cab provides increased head and legroom, reduced noise levels, and a panoramic view of the jobsite. Key features include an adjustable air suspension seat, air conditioning, an 8-inch LCD monitor, USB port, Bluetooth connectivity, LED work lights, and roller sunshades. The addition of right, left, and rear cameras offers a 270-degree bird’s-eye view around the machine.

Both models come equipped with a Hitachi bucket, and the company’s range of attachments includes standard connection sizes for versatility.

COMPACTORS



1 | Naya Raipur Development Authority

Details: Tenders are invited for supply of refuse compactor (q3).

Submission date: 12 October 2024

Location: Durg, Chhattisgarh

Contact: Girish Kumar Diwan, Infront of Labour Court, Gaurav Path, Utai Road, Durg, Chhattisgarh

CONVEYORS



2 | Northern Railway

Details: Tenders are invited for the supply of slewing conveyor belt cylinder plasser part no. 62.05.3000.63-s20pl sub 62.05.3000.63pl make plasser or own make (lt s.no-180).

Submission date: 31 October 2024

Location: Delhi, Delhi

Contact: Principal Chief Materials Manager, New Delhi, Delhi

CRANES



3 | Military Engineer Services

Details: Tenders are invited for special repairs replacement of BER EOT crane in hangar no 11 at ASTE under GE AF Marathahalli.

Submission date: 11 October 2024

Location: Bengaluru, Karnataka

Contact: Vaibhav Jatav-DCWE (Contract), Bellary Road, JC Nagar (Post), Bengaluru-560006, Karnataka. Email: cweafnblorree8sec@gmail.com

4 | Central Railway

Details: Tenders are invited for the supply of 1set of 33 hydraulic items bosch rexroth make for 140 tonne dhbd crane make cowans sheldon.

Submission date: 14 October 2024

Location: Mumbai, Maharashtra

Contact: Principal Chief Materials Manager, Mumbai, Maharashtra

5 | Rail Coach Factory

Details: Tenders are invited for the supply of EOT crane cap. 10 tonne

Submission date: 10 October 2024

Location: Multiple, Punjab

Contact: Dy. Chief Mechanical Engineer /Shell, Punjab

6 | Uttar Pradesh Jal Vidyut Nigam

Details: Tenders are invited for the supply of spare parts, repair and overhauling work supply of spare parts, repair and overhauling of departmental hydra crane model Rhino 90C, RC No. UP64E-3295 and Forklift Model AF-30D Make ACE Ltd, at Plant and Store, E.G.D., Pipri, Sonebhadra.

Submission date: 14 October 2024

Location: Sonebhadra, Uttar Pradesh

Contact: Executive Engineer, Electricity Generation Division, Pipri, P.O.-Turra, Distt.- Sonebhadra-231221, Uttar Pradesh. eeegdpipri@gmail.com

DUMPERS

**7 | Department of Urban Development**

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

Submission date: 10 October 2024

Location: Kirandul, Chhattisgarh

Contact: Teerath Ram Sinha, Nagar Palika Kirandul, Kirandul, Chhattisgarh

8 | Department of Urban Development

Details: Tenders are invited for Hopper Tipper Dumper (Version 2) (Q3)

Submission date: 10 October 2024

Location: Kumhari, Chhattisgarh

Contact: Prakash Chand Thawaney, Nagar Palika Kirandul, Kumhari, Chhattisgarh

9 | Department Of Urban Development

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

Submission date: 10 October 2024

Location: Kirandul, Chhattisgarh

Contact: Teerath Ram Sinha, Nagar Palika Kirandul, Kirandul, Chhattisgarh

10 | Naya Raipur Development Authority

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

Submission date: 12 October 2024

Location: Durg, Chhattisgarh

Contact: Girish Kumar Diwan, Infront of Labour Court, Gaurav Path, Utai Road, Durg, Chhattisgarh

11 | Naya Raipur Development Authority

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

Submission date: 12 October 2024

Location: Durg, Chhattisgarh

Contact: Girish Kumar Diwan, Infront of Labour Court, Gaurav Path, Utai Road, Durg, Chhattisgarh

12 | Department of Urban Development

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

Submission date: 15 October 2024

Location: Satna, Madhya Pradesh

Tender value (Rs): 17,00,000

Contact: Shailendra Kumar, Nagar Parishad Birsinghpur, Satna, Madhya Pradesh

13 | Department of Urban Development

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

Submission date: 15 October 2024

Location: Harda, Madhya Pradesh

Contact: Vijay Kumar Dubey, Near Railway Station, Timarni, Harda, Madhya Pradesh

14 | Urban Administration and Development

Details: Tenders are invited for the supply of hopper tipper dumper 04 compartment guidelines swachh survey with full construction

Submission date: 10 October 2024

Location: Satna, Madhya Pradesh

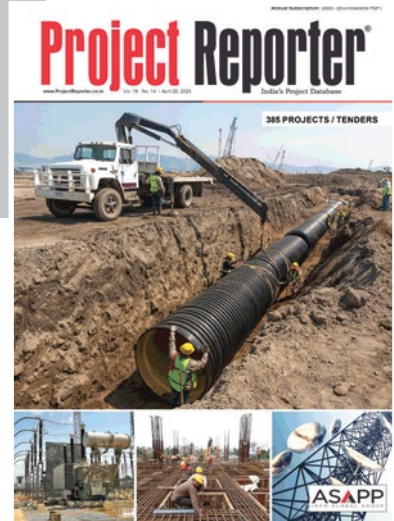
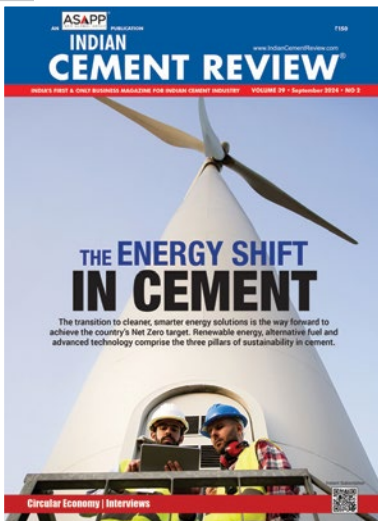
Tender value (Rs): 42,00,000

Contact: CMO, Nagar Parishad Amarpatan, Satna, Madhya Pradesh

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Indian Cement Review	9000	2700	6300
Industrial Products Finder (Smart Manufacturing & Enterprises)	9000	2700	6300
The Indian Textile Journal	9000	2700	6300
Project Reporter (Digital Copy)	17500	5250	12250



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Tata Hitachi Construction Machinery

Glimpses from the launch event of Tata Hitachi's ZAXIS 38U, The Mighty Mini hydraulic excavator held today at Tumkur. The event was graced by our esteemed customers, senior management of Tata Hitachi and PSN, Tata Hitachi's authorized dealership. To know more, log on to: <https://lnkd.in/g4JbkvAf>

Tata Motors

Tata Motors Commercial Vehicles Operations Team came out with an exemplary performance, clinching an impressive 177 total awards amidst fierce competition from over 65 organizations at the INSSAN 33rd National Convention and 25th All India Creativity Summit. Their triumphs spanned diverse categories including Case Studies, Technical Papers, and more. Congratulations Winners on this remarkable feat!



Sany India

Our Scissor Lift HD Series is a product line built for unparalleled hashtag#reliability and hashtag#productivity. Maximise hashtag#efficiency with a robust 250kg platform capacity and convenient features like swing-out doors and a standard forklift pocket. Behold, machinery that works as hard as you do with hashtag#SanyAWPSolutions.



Schwing Stetter India

In the majestic Shinku La Pass, the SCHWING SLM 4300 is changing the game at a high pace. It's not merely constructing all-weather roads to Ladakh, it's a testament to engineering brilliance. Featuring a double-threaded spiral for perfect consistency and a tough drum that takes on nature's fury, the hashtag#SLM4300 excels where others fall short. Low maintenance, high impact—this isn't just a mixer; it's a revolution.

AJAX Engineering

Growing Together Going Forward! We're excited to express a new partnership that's set to make waves in Karimnagar! At AJAX Engineering, we welcomed our inspirational customer with a mission to develop a school in the Karimnagar area. To assist their great objective, we gladly delivered the cutting-edge SLCM ARG0 4300. This robust machine will serve a significant part in transforming dreams into reality, helping to build the foundation for a brighter future.



Action Construction Equipment

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JCB India

Marking the beginning of 78th year of independence, JCB India celebrates a landmark achievement by delivering 78 JCB Excavators in a single day. This milestone represents 78 keys to prosperity, 78 stories of success, and 78 reasons to progress. Each JCB Excavator reflects our commitment to driving India's growth and innovation. Here's to building a brighter future for the Nation together.



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