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ALSO:

- POST-EXCON 2019...34
- TIPPER TRUCKS...72

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OTR TYRES ...82

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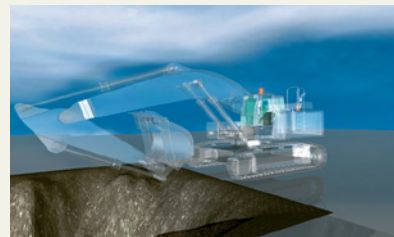


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INSIDE



COVER STORY

EARTHMOVING EQUIPMENT

26

Introduction of advanced technologies is going to drive the efficiency and productivity of earthmoving equipment in future. These advanced equipment are expected to improve the productivity at infrastructure projects.

FOCUS

TIPPER TRUCKS

72



Tipper market is expected to bounce back in the coming years with the demand picking up steadily in road construction and mining.



"WE EXPECT TO SEE A POSITIVE TURN IN VOLUMES"

73

Rajesh Kaul, Vice-President, Marketing and Sales, Commercial Vehicles, Tata Motors

FEATURE

POST-EXCON 2019

34

The South Asia's largest construction equipment exhibition brought in new optimism in the construction industry and concluded on a positive note.

EXHIBITOR INTERVIEWS

38

Exhibitors speak with Equipment India on the market scenario, their products and solutions and the future plans

ACE SHOWCASES LATEST PRODUCT RANGE AT EXCON

58

ACE seeks to capitalise on the growing opportunities with a broader portfolio of products and businesses.

ATLAS COPCO UNVEILS LATEST PRODUCTS

59

The launch included four compressors and extended light tower range.

GS CALTEX SHOWCASES BS VI PRODUCT PORTFOLIO

60

GS Caltex launched BS VI compatible engine oils, high-performance hydraulic oils and fully synthetic gear oils at Excon 2019.

JCB INDIA LAUNCHES INTELLIGENT PRODUCTS AND TECHNOLOGIES

62

The new products offer enhanced fuel efficiency, variable performance capacity, and smart machine management through LiveLink.

PRODUCT NEWS

64

New products and solutions introduced by exhibitors at Excon 2019.

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INSIDE

SPECIAL FOCUS

OTR TYRES

82



Tyre market for off-highway applications is going to revive in the coming years in spite of the current slowdown in the market due to an anticipated pick up in infrastructure developments in future.

CASE STUDY

MAKING DREAMS COME TRUE

86



The EC350D crawler excavator from Volvo Construction Equipment is supporting an Indian contractor realise his dream of becoming a successful entrepreneur in Gujarat.

COMMUNICATION FEATURE

GANDHI AUTOMATIONS, LIFTKET, WIRTGEN INDIA, TRIVENI, DOOSAN BOBCAT

90-96

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C.A.S.H	75
EDIT	76
NEWS	80

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DOOSAN BOBCAT B900 BACKHOE LOADER

88

MOVERS AND SHAKERS

COMANSA, GRUNDFOS

100



REGULARS

Editorial	8
Search	10
Readers' Views	12
What's Up	14
Around The World	20
Tenders	98
Events	102

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INFRASTRUCTURE TAKES POLE POSITION

The Central Government's latest announcement on investment in infrastructure has revalidated the mood that was set by Union Minister Nitin Gadkari at EXCON this December. The Union Finance Minister Nirmala Sitharaman on the New Year eve announced Rs 102 trillion investment plans in the next five years towards making the country a \$5 trillion economy by 2024-25. The investments will be across the infrastructure segments like irrigation and rural infrastructure, industrial infrastructure, agriculture and social infrastructure, roads, railways, ports, airports, urban infrastructure and telecom. The new initiatives clearly indicate that an 'economic agenda' is now driving the government's claw-back strategy after a string of losses on the political front.



Earlier, speaking at EXCON in Bengaluru last month, Nitin Gadkari announced that the government is investing Rs 2 trillion this year and next year, it would be Rs 3 trillion. Within the next five years, the total government spend on the road infrastructure will be about Rs 17 trillion, according to the minister. He also highlighted that with the Central Government pumping huge amount of investments in road and other infrastructure projects, the construction equipment industry can expect a 40 per cent increase in sales in the near future. He urged the private players in the construction industry to adopt advanced technologies and global best practices for their construction projects to reduce the cost of construction. The EXCON 2019 saw many new technologies unveiled that can meet the expectations of the construction industry in line with the new push in the infrastructure development in the country.

Earthmoving equipment is the important equipment segment in construction with applications in almost every construction and infrastructure projects. Earthmoving equipment segment has evolved over the years with a lot of new innovations and technologies on IoT and digital platforms. The Cover story elaborates on how earthmoving equipment OEMs are gearing up to meet the emerging demands with the introduction of technologies that make the equipment more productive and efficient. The Feature on Post-Excon 2019 showcases the innovations at the event. It also covers exhibitors' views on the market and their plans ahead. The Cover story and the Features together bring forth the technology developments and the market dynamics of the Indian construction equipment sector.

As the new year unfolds, the construction equipment industry is optimistic about the future ahead. With the government reiterating its focus on infrastructure development, we hope the equipment market bounce back soon. Let the funds flow, let the projects kick off and let infrastructure win!

We wish all our readers a Very Happy and a Prosperous New Year!

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ORGANISATION

Action Construction Equipment.....	26, 58	Larsen & Toubro.....	18, 68	Dimitrov Krishnan.....	34
Active Crane Hire.....	24	LeeBoy India Construction Equipment.....	48, 66	Dinakar B.....	56, 72
Adani Logistics.....	18	Liebherr.....	24	Farid Ahmed.....	38
Allcargo Logistics.....	18	LIFTKET.....	92	G Nantha Kumar.....	16
Apco Infratech.....	64	LiuGong India.....	50	Gurman Reen.....	64
Apollo Tyres.....	38	Mahindra & Mahindra.....	68	Hatim Shabbir.....	66
Ashbrook.....	24	National Highways Authority of India.....	34	Hyunsoo (HS) Kim.....	26
Ashok Leyland.....	38	NORD Drivesystems Group.....	80	Jasmeet Singh.....	26
Atlas Copco Power Technique.....	40, 59	Pacific Logistic.....	20	Jayanta Ray.....	60
Baran.....	24	Putzmeister Concrete Solutions.....	69	Jonas Nillson.....	56
BEML.....	16	Ritchie Bros. Auctioneers.....	22	Jürgen Dlugi.....	92
BKT.....	42, 82	Road Dryer.....	20	Jutta Humbert.....	80
Bonfiglioli India.....	42	Sany India.....	69	K Sunil Kumar.....	48, 66
Brokk.....	22	Schwing Stetter India.....	70	Kennady V Kaippally.....	42
BYD India.....	14	Shell Lubricants.....	80	Madhu Mohan.....	60
Case Construction Equipment.....	22, 44	SMT GB.....	20	Manish Handa.....	26
CASE India.....	26	Srei Equipment Finance.....	50	Masaaki Kamizono.....	68
Caterpillar.....	46, 64	Star Blue Metals.....	16	Mike Haen.....	65
Central Mines Planning & Design Institute.....	16	Sunbeam Infra Equipments.....	52	Miron Thoms.....	66
CII Trade Fairs Council.....	34	Tata Motors.....	72, 73	Neil Woodfin.....	44
CNH Industrial India.....	64	TIL.....	54	Nitin Gadkari.....	14, 34
Comansa.....	100	Toyota Material Handling.....	20	Praveen Nagpal.....	80
Cummins India.....	80	Trime.....	22	Puneet Vidyarthi.....	26
Dilip Buildcon.....	16	Triveni Enterprises.....	95	Raghuvir Vaghamshi.....	86
Doosan Bobcat India.....	26, 66, 88, 96	Uniflex.....	56	Rajesh Dahiya.....	38
Eaton.....	67	Volvo Penta India.....	66	Rajesh Kaul.....	72, 73
Elgi Equipments.....	65	Volvo Trucks.....	56	Rajesh Nagar.....	60
Gandhi Automations.....	14, 90	Wirtgen Group.....	94	Rajesh R.....	38
Gates Corporation.....	65	World Association for Small and Medium Enterprises.....	14	Ramesh Ponnuswami.....	65
Gati.....	18	Zoomlion.....	22	Raunak Varma.....	64
Grundfos.....	100			RK Suryawanshi.....	34
GS Caltex India.....	60			Sandeep Singh.....	34
Hari Om Earthmovers & Transport.....	86			Shandar Alam.....	67
HG Infra Engineering.....	14			SK Mishra.....	18, 34
Husqvarna Construction Products.....	46			Sorab Agarwal.....	58
Hyundai Construction Equipment India.....	67			Subir Kumar Chowdhury.....	62
ICEMA.....	34			Tennyson Anthony.....	46
ICRA.....	16			Tony Van Herbruggen.....	40, 59
IRCON International.....	16			Ungsok Yang.....	60
Irving Equipment.....	20			Venkatesh S Aiyer.....	56
JCB India.....	26, 62			VG Sakthikumar.....	70
KEC International.....	18			Vikram Kumar.....	80
Komatsu India.....	18, 68			Vimal Kejriwal.....	18
Konecranes.....	20			Vinod Sahay.....	68
K-Tec Earthmoving Inc.....	20			Vipin Sondhi.....	34
				Zeng Guang'an.....	50

PEOPLE

Amit Bansal.....	46
Amit Singh.....	64
Anil Bhatia.....	54
Ann Fandozzi.....	22
Arvind K Garg.....	68
Ashirwad Agarwal.....	95
Ashok P Chhajer.....	42, 82
Ashwath Krishna.....	52
BS Srinivas.....	66
BS Yediyurappa.....	34
Cindy Cookson.....	65
Cummins India.....	80
Devendra Kumar Vyas.....	50

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INBOX



The December 2019 issue of *Equipment India* has been interesting read with a lot of participation from the construction equipment industry. The Cover Story on Optimum Equipment Utilisation has been insightful with views from the contractors on effective equipment utilisation and use of digital technologies. Today digital technologies can be used in small and big projects. There is suitable technology available with every equipment. It is up to the contractor with respect to the kind of project to decide on which technology feature to be adopted. We look forward to more technology articles to read which will be helpful for us to choose the right technology.

- **Sandeep Vora,**
Ahmedabad

The Feature on Excon 2019 appeared in the December 2019 issue of *Equipment India* was insightful to understand the various equipment players and their new products and solutions. Exhibitions like Excon are great platform to meet all the stakeholders of the industry and experience the products and technologies coming up in the market. It also provides an overall impression on the market dynamics. The section on Excon provided us an overview on the different products and technologies and the market overview.

- **Ashish Bose,**
Kolkata

The article on BS IV Compliance featured in *Equipment India's* December 2019 issue was a great update on the upcoming emission norms and how the stakeholders are gearing up to meet the new norms. The Feature also highlighted how important is complying with the emission norms from the perspective of clean environment. We are also keen on how the engine manufacturers are gearing up with the norms as diesel engines make the most of the emission compliance part. In future we look forward to article on the challenges in meeting the emission compliance.

- **Akash Chaturvedi,**
Lucknow

We have started reading *Equipment India* recently. The magazine covers good information on construction equipment market in India and globally. We look forward to more technology articles and interviews in the coming editions.

- **Sachin Jadhav,**
Satara



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40% growth in CE sales expected in future



The construction equipment (CE) market in India is hoping for a turnaround in sales growth in the coming years. Speaking at the inauguration of Excon 2019, **Nitin Gadkari, Minister for Road Transport & Highways, and Micro, Small and Medium Enterprises, Government of India** said, "The CE industry can hope to expect a 40 per cent increase in sales in the near future, as the government is pumping huge amounts of investment in road and other infrastructure projects such as the development of waterways, airports, ports, and smart cities. But the private

sector should focus on bringing down the cost of construction and pollution."

Gadkari said that the Prime Minister's vision is to make India a USD 5 trillion economy. To achieve this goal, the government is embarking on major infrastructure and industrial projects worth Rs 100 trillion. "For the road sector alone, the Centre is investing Rs 2 trillion this year. The amount of investment for the next year will increase to Rs 3 trillion. Within the next five years, the total government spend on the road infrastructure will be about Rs 17 trillion," he said.

The Minister urged the private players in the construction industry to focus on mechanisation, adoption of advanced technologies and global best practices, usage of LNG and bio-fuels, and innovations in using waste materials as raw materials for their construction projects in order to reduce the cost of construction and pollution.

Gandhi Automations wins WASME Award



Gandhi Automations received the WASME Warehousing and Logistics Innovation Award from Ashwani Kumar Chaubey, Union Minister of State for Health and Family Welfare. The World Association for Small and Medium Enterprises (WASME) is a global non-profit organisation that has been spearheading the cause and development of small and medium enterprises (SMEs) world over since its inception in 1980.

With the advent of modern manufacturing, which combines smart and effective products with advanced and innovative technologies, the very definition of warehousing and logistics has evolved to a much larger and integral concept.

Gandhi Automations once again bagged the Innovation Award for advanced technological innovation as the logistics and manufacturing sectors move beyond the rudimentary manual operations in the supply chain.

Gandhi Automations has successfully evolved into an innovative company catering to all needs with a talented in-house R&D team.

BYD India enters MHE business



BYD India, a subsidiary of the China-based EV maker BYD Group, has entered into material handling equipment (MHE) business in India. Currently, BYD is the only company to provide MHE products with lithium-iron phosphate battery in the country.

The company offers a wide range of MHE products including counterbalance forklifts, reach trucks, electric stackers, BOPT, tow trucks and hand pallet trucks.

Push for private coal mining

The government is planning to give a big push to private sector mining of coal, underground coal gasification and coal bed methane as it has set up the ground for diversification of the coal sector. According to reports, the Coal Ministry

has been able to firm up a business model and in the coming years some tangible steps would be seen on the ground in CBM, UCG and surface coal gasification of technology induction.

For sale of coal, allowing 100 per cent FDI for coal mining activities is expected to attract international

players and create efficient and competitive coal market.

HG Infra bags highway project

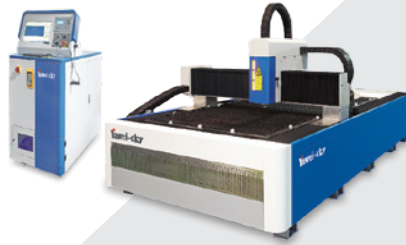
HG Infra Engineering said it has bagged a highway project worth Rs 5.22 billion in Haryana from the National Highways Authority of India (NHAI). HG Infra

has been declared L-1 bidder by NHAI for construction of the proposed Rewari bypass (NH-11) as feeder route in Rewari district in Haryana on hybrid annuity mode, according to the company. The completion period for the project, which has a total length of 14.40 km, is two years.

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Star Blue Metals adds SDLG wheel loader

Star Blue Metals, an Indian metal supplier, recently added a 4 t rated L946 wheel loader to its fleet. The L946 wheel loader has a maximum bucket capacity of 3.5 cu m, a maximum dumping distance of 1 m and a maximum operating weight of 13,000 kg. L946 wheel loaders are fitted with high-roll buckets offering extra reach that is especially useful when loading onto trucks with high sides.

“Over the past seven years, the SDLG wheel loaders have delivered excellent support to our operations,” said **G Nantha Kumar, Business Head,**



Star Blue Metals. “Our operators like the cabin environment and machine controls as it is easy to use. We were convinced with SDLG’s value and performance that we decided to

purchase our fourth SDLG wheel loader last year.”

On site since 2012, the three existing wheel loaders — two units of the 3 t rated LG936L and one LG938L — are mainly used to load aggregates onto trucks. Working between five to nine hours a day, the wheel loaders transport an average of 500 tonne of materials daily. The wheel loaders are expected to remain on site for another two years.

Star Blue Metals purchased all SDLG wheel loaders from Advanced Construction Technologies (ACT), SDLG’s distributor in Chennai.

ICRA forecasts stable outlook for construction



According to the latest overview of rating agency ICRA, the new order inflows for construction companies will improve in 2020 with a huge pipeline of projects in the infrastructure sector. However the agency cautions against delays in land acquisition, funding issues, and state government priorities as possible threats to new order inflows.

With the government plans to more

than double the investment in infrastructure sector to about Rs 100 trillion over the next five years, the construction companies are likely to witness significant opportunities with major push from highways, railways, ports, urban infrastructure and airport.

In the railways segment, besides the core railway capex, the station redevelopment is expected to provide significant opportunities to the construction companies, according to the report. Similarly, in the highways sector, adequate pipeline of projects for development/upgradation of national highways and state highways exists. The Bharatmala Pariyojana itself is expected to provide large opportunities for the construction sector as the programme is the largest road development programme in India.

CMPDIL to help Singareni Collieries set up washeries

Central Mines Planning & Design Institute (CMPDI) will offer consultancy for Singareni Collieries Company’s projects for setting up coal handling plants. According to the memorandum of understanding (MoU) signed between the two public sector companies, CMPDI will be the consultant for technical services to be provided for four coal handling plants and two integrated coal handling plants with washeries.

CMPDI will prepare tender documents, conduct technical assistance in evaluation of offers, approve design drawings and offer periodic supervision during execution.

Dilip Buildcon bags road project in UP

Dilip Buildcon has bagged Rs 13.6206 billion road project in Uttar Pradesh. In a regulatory filing, the company said that it has executed an engineering, procurement and construction (EPC) agreement with the Uttar

Pradesh Expressways Industrial Development Authority (UPEIDA) for the said project. The project entails the development of Bundelkhand Expressway (package-VI) from Bakhariya to Kudrail in Uttar Pradesh. The completion period of the project having a length of 45.28 km is three years.

BEML, IRCON sign MoU

BEML has signed MoU with IRCON International to explore and address opportunities in the overseas market by synergising each other’s strengths for large infrastructure projects in the transportation sector. This MoU is aimed at promoting

supply of BEML manufactured rolling stock as well as construction equipment for railway projects outside India wherein IRCON will carry out civil and construction work as well as facilitate design validation and provenness for rolling stock of BEML for exports.

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Komatsu, L&T and Scania reaffirm commitment to CE industry

Komatsu India and Larsen & Toubro put together an impressive show at Excon 2019 to showcase their technological strengths and service capabilities and reaffirm their strong commitment to the industry. The show witnessed Komatsu, Scania and LTCEL putting up a panoramic display of 19 machines, making it one of the most comprehensive displays of construction, earthmoving and road machinery.

Coinciding with the occasion, L&T handed over its 50,000th machine as V Prabhakar Reddy, Founder and Promoter, VPR Mining Infrastructure received the symbolic key of Komatsu PC450 hydraulic excavator from Arvind K Garg, Executive Vice-President and Head, L&T Construction and Mining Machinery, and Masaaki Kamizono, Managing Director, Komatsu India, at Excon 2019.

Several machine handovers were done in the course of the exhibition, the most prominent being 6,000th



Komatsu PC130 machine received by Vajinath Bhalkikar of Vijay Enterprises, Chandrapur.

The Scania NTG G440 XT heavy tipper was also on display in the L&T pavilion. With its unique modular system, this tipper will deliver higher productivity as well as customised transport solutions. This machine is manufactured by Scania Commercial Vehicles India and incorporates the advanced Swedish technology.

L&T also offers a wide range of road machinery, manufactured by L&T Construction Equipment, as part of the Make in India program.

KEC International wins new contracts

KEC International has secured new orders of Rs 10.25 billion across its various businesses. In transmission and distribution, the company has secured orders of Rs 7.50 billion. These include 765 kV GIS substation order from a Power Grid Corporation of India (PGCIL) entity under Tariff Based Competitive Bidding (TBCB) route in Western India; 400 kV transmission line and 400 kV GIS substation orders from Tamil Nadu Transmission Corporation (TANTRANSCO) in Southern India; and 400 kV transmission line order from a private player in Eastern India.

In Railways, the business has secured orders of Rs 1.25 billion in India which include: signalling and telecommunication works from Rail Vikas Nigam (RVNL) in Eastern India, overhead electrification and associated civil works from Central Organisation for Railway Electrification (CORE) in Northern India. In cables, the business has secured orders of Rs 1.50 billion for various types of cables/cabling projects. On the new contracts, **Vimal Kejriwal, Managing Director and CEO, KEC International** commented, "We are pleased with the new order wins, especially in our core T&D business. Our order book in India continues to grow, despite the general headwinds in the country. These orders along with the orders announced earlier during the year, reaffirm our confidence in achieving the targeted growth."

Railways to invest over Rs 10 trillion in 5 years

At an interactive session organised as part of Excon 2019, **SK Mishra, Executive Director (Infra), Ministry of Railways**, explained the key initiatives planned by Indian Railways to accelerate growth of infrastructure to regain market share. "The government has already taken the decision of allowing 100 per cent FDI in railway

infrastructure as a significant policy shift to adopt global best practices of world railways and to attract massive investment from all over the world. There will be a substantial increase in the capital expenditure and Indian Railways would be investing over Rs 10 trillion in the next five years on various projects."

Allcargo Logistics acquires Gati

Integrated logistics solutions provider Allcargo Logistics has bought a controlling stake in Gati for around Rs 4.16 billion, entering the express logistics space. Allcargo provides a comprehensive range of services, such as multimodal

transport operations, container freight station operations, or inland container depot operations, projects and engineering solutions, warehousing, distribution, contract logistics and logistics parks.

Gati has a wide-ranging customer base across corporate India, e-commerce

companies, as well as small and medium enterprises (SMEs).

Adani enters cold chain business

Adani Logistics, a subsidiary of Adani Ports and SEZ, announced it had signed an agreement to acquire a 40.25 per cent stake

in Snowman Logistics from Gateway Distriparks for Rs 2.96 billion. As part of the transaction, Adani Logistics will make a mandatory open offer as per the Substantial Acquisition of Shares and Takeover Guidelines, 2011 for a maximum 26 per cent of the public shareholding in the company.



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Road Dryer to exhibit pavement-drying units at Conexpo-Con/Agg 2020

The Greenville, South Carolina-based Road Dryer will exhibit its truck/trailer-mounted Road Dryer RD-1200XT pavement drying unit at the Conexpo-Con/Agg 2020. The RD-1200XT quickly dries asphalt and concrete pavement, allowing crews to pave or apply surface treatments or striping after just one pass. The unit, which blows heated air up to 400°F (204°C) directly downward through multiple nozzles, eliminates the risk of 'flying objects' and allows traffic to flow

in nearby lanes - thus reducing congestion caused by traffic restrictions. The Road Dryer unit can be adjusted for drying widths of 8-12 ft (2.4-3.7 m). Because it dries pavement on demand, it provides flexibility for contractors and government agencies to meet timetables by minimising delays from weather- and project-related wet conditions.

The Road Dryer unit provides safety benefits not possible with the most widely used pavement drying



methods. The RD-1200XT preconditions the incoming air to remove moisture prior to heating and directing the heated air to the road, allowing faster drying time. The unit will not harm asphalt, as the flow of drying air does not exceed 400° F.

K-Tec appoints SMT GB as scraper distributor

SMT GB has been appointed as the official distributor for K-Tec articulated hauler scraper boxes on mainland Great Britain with immediate effect.

K-Tec Earthmoving Inc currently offer four sizes of scraper ranging from 21.5 cu m heaped capacity and a payload of 30.8 tonnes up to the largest with a 48.1 cu m heaped capacity and payload of 68.5 tonnes. The 1237 model is also available as a train scraper. The conversion from a ADT dumper body to a ADT scraper hauler takes approximately 10 hours with no modifications done to the dumper body and can be reversed in the same amount of time to make this a very versatile earthmoving solution.



With the comfort and ride that the Volvo ADT offers and the cushion ride control built into the K-Tec scraper, this makes for a very comfortable and operator friendly environment for the operator, according to the company.

SMT GB will now be responsible for the sales and after-market support for the K-Tec range of articulated scraper boxes in Great Britain.

Irving adds two Grove cranes

Irving Equipment has strengthened its fleet by adding two new Manitowoc cranes: a GMK5250L and a TMS9000-2. With the two cranes, the Canada-based construction company is able to perform two-hook operations, which boosts its competitive edge. The TMS9000-2 is a Grove truck mounted crane that features a 11.2-51.6 m (36-169 ft), six-section Grove MEGAFORM boom, and has optional extensions and a counterweight removal system. It also has a 100 t (115 USt) capacity, as well as multiple bi-fold swingaway extension options. The GMK5250L is an all-terrain crane that features MAXbase technology, a 250 t (300 USt) capacity and a 70 m (230 ft) seven-section boom.

TMH upgrades IC forklifts

Beginning January 2020, Toyota Material Handling (TMH) upgraded its existing line of internal combustion (IC) forklifts with new standard features, including those in Toyota's bestselling line of Core, Mid and Large IC forklifts.

The new features

include a new standard multi-function display with increased functionality, data recording and data storage. The upgraded Toyota IC line comes standard with a technology-rich multi-function display, which features advanced diagnostics and password protection available for

operator, administrator, and service functions.

Repeat order for Konecranes

Pacific Logistic LLC ordered a second eco-efficient Konecranes Gottwald Model 3 portal harbor crane for their Sollers Terminal in Vladivostok, Russia. After

handover in late autumn 2020, the crane will expand capacity for handling containers of automotive parts and common consumption goods.

The new crane will be tailored to meet their specific quay infrastructure with a quayside track gauge of 10.5 m and a portal clearance height of 6 m.



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Zoomlion's tower cranes at world's longest road-rail cross-sea bridge project



Over 35 self-developed high-end tower cranes produced by Zoomlion completed lifting operations for the Pingtan road-rail bridge project, the world's longest road-rail cross-sea bridge. As Zoomlion set a new benchmark in metocean engineering with customised machinery for what is described as the 'the world's most difficult' bridge construction project.

Zoomlion's high-end equipment series was shortlisted by China Railway Major Bridge Engineering Group Co (MBEC), the contractor of the project.

The crane series includes the super-large D1100-63V tower crane, TC7035-16 hammerhead tower crane, and flat-head TCT7015A-10E tower crane.

Pingtang Bridge, a 16.32 km long bridge project including three cable-stayed bridges, crosses the Haitan Strait in the East China Sea. The strait is often referred to as the 'Bermuda of the East' for its severe metocean conditions. Strong winds, storm surges, undercurrents and huge waves pose unique operational challenges seldom seen on construction sites.

The Pingtan Bridge project utilises significant quantities of construction materials including over 300,000 tons of steel and 2.66 million tons of cement, which is enough to build eight Burj Khalifa towers. Zoomlion took on this challenging task as the main lifting equipment provider.

Brokk upgrades parts warehouse

Brokk enhanced customer service and parts availability with upgrades to the parts warehouse at its headquarters in Monroe, Washington. The new facility houses an array of standard and specialty parts for all Brokk models — from the compact 6-tonne Brokk 70 to the heavy-duty 11-tonne 800S — as well as older Brokk models. The facility also provides parts for hydrodemolition robots and accessories from Aquajet, a Brokk subsidiary. In combination with the other parts and service centres in St. Joseph, Missouri, and Stanhope, New Jersey, the new warehouse ensures fast, reliable support for Brokk and Aquajet customers across North America.

"A company solely focused on the initial sale that fails to provide the support its customers need, quickly finds itself with fewer customers," said **Lars Lindgren, President, Brokk Inc.**

Ritchie Bros. Auctioneers announces new CEO

Ritchie Bros. Auctioneers announced that **Ann Fandozzi** will become Chief Executive Officer and join the company's Board of Directors effective January 6, 2020. Most recently, Fandozzi was CEO of ABRA Auto Body & Glass, a leading national damaged vehicle repair company, where she engineered a step-change in profitability and laid the foundation for an all-new customer experience through technology. "Ann is an



exceptional leader with a proven track record of designing and executing winning strategies and driving profitable growth," said **Bev Briscoe, Chair of the Board.**

"Ritchie Bros. has extraordinary assets – starting with its talented employees, deep customer base, leading market position and unmatched technology. I am energised by the many opportunities we have to expand our global iconic brand which has earned the trust of our customers by delivering the products, services, and unmatched value to help them build and grow their businesses for over 60 years," said Fandozzi.

Case's methane-powered wheeled loader bags award

Case Construction Equipment has received the Good Design Award for its methane-powered wheeled loader concept, Project TETRA. The wheeled loader concept, jointly developed by the Case

engineering and CNH Industrial international design teams, was unveiled officially at Bauma Munich.

The new concept has the viability of using alternative fuels in construction equipment and the feasibility of using fuel generated from waste products and renewable

sources. The wheeled loader is powered by a methane engine, produced by Case's sister brand FPT Industrial.

Trime acquires hydraulic tool manufacturer

Italian lighting tower manufacturer Trime has acquired DOA Srl, an Italian

manufacturer of hydraulic tools, including air compressors, generators, pumps and hydraulic powered cutting equipment. The move is part of Trime's strategy to develop the group internally while also pursuing opportunities to acquire companies with complementary products.



It has been a pleasure and an honour for us to exhibit at Excon – 2019.

We are pleased and delighted, even if not surprised, by the great success and result reached during these days.

We have had the occasion to meet our customer, who are very satisfied with the efficiency of the machine tool and our prompt after sales service. Our potential client have appreciated the innovation of our products, being able to see them directly in operation, with live non-stop demonstrations.

This means for us a solid track record to meet our customers' needs.

For this reason, we take the opportunity to thank all of them for visiting our stand and

being confident in our potentiality to achieve their goals which are also ours.

Both those who already have a WS machine and those who have shown interest in our products, We hope have enjoyed their visit and our hospitality. For the new one, we look forward to the opportunity of serving them !

Last but not least, we really thank all the team of our business partner Sir Meccanica India and, above all, the director of the same, Mr. Kartik Rai And Mr. Sanjeev Saxena .

Thank you all.

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First Potain MCT 325 Units sold to Active Crane Hire in Australia



Australian company Active Crane Hire purchased two Potain MCT 325 topless cranes during its launch in August. Both cranes will be mainly used for residential and commercial projects within Australia.

Over the past five years, Active

Crane Hire has added over 70 Potain cranes to its fleet. From the self-erecting range, Active Crane Hire has added several Igo 36 and Igo 22 models to its fleet, as well as two Hup 32-27 self-erecting cranes.

The Potain MCT 325 is available in 12 t and 16 t version. This new topless crane can handle an impressive 2.5 t for the 12 t version and 2.3 t for the 16 t version at its maximum jib length of 75 m. This new topless crane is available across Asia-Pacific, the Middle East, Africa, Latin America, Russia and the CIS countries.

Global demand and supply for piling equipment to soar



A booming construction industry across the globe is expected to propel the demand for piling equipment and supplies necessary in pile foundation work. Further, according to a new research study, growing investments in non-conventional sources of energy and rising exploration activities to extract new mineral deposits are expected to fuel demand and revenue growth in the global piling equipment and supplies market.

According to the analysis presented in the report, the global markets for piling equipment and piling supplies – collectively estimated to be valued at US\$ 5,117 million in 2018 – are projected to reach a collective valuation of US\$ 7,168.8 million towards the close of 2026, exhibiting CAGR of 3.7 per cent and 4.5 per cent, respectively during the period from 2018 to 2026. This growth can be attributed to the increasing regional investments in infrastructure projects, resulting in rising demand for piling equipment and supplies.

Liebherr to showcase latest machines at Conexpo Con/Agg 2020

Liebherr's innovative products will be on display at Conexpo-Con/Agg 2020. The highlights at the expo include the Generation 8 crawler excavator series made up of seven models ranging from 48,500 to 99,200 lb (22 to 45 t): R 922, R 924, R 926, R 930, R 934, R 938 and R 945. Two machines of the product range, R 926 and R 938, will be exhibited for the first time in America at the Liebherr booth. Two new cranes for the American market: the LTM 1650-8.1 mobile crane and the LR 1800-1.0 crawler crane will also be on display.

Liebherr will present four wheel



loaders at the show. Other equipment include the HS 8200 crawler cranes, the 340 EC-B new flat-top tower cranes, A 920 Litronic wheeled excavator, A 922 Rail Litronic rail-road excavator, material handler series LH 30 M Industry Litronic and LH 60 M Industry Litronic, and the latest Generation 8 dozers.

Ashbrook expands fleet

The UK-based rental company Ashbrook has invested more than £10 million to expand its fleet with the purchase of 500 new JCB machines. The order includes 220 site dumpers and 250 Loadall telescopic handlers ranging

from 4 to 20 m, as well as a number of JCB 926 and 930 rough-terrain forklifts, 3CX backhoe loaders, Teletruk and wheeled loading shovels. The expansion is in line with the company's plan to transform its fleet as one of the safest and most modern in the country.

Baran orders EU Stage V Demag cranes

Baran has ordered two Demag® AC 220-5 all terrain cranes. They will be the first delivered Demag AC 220-5 cranes to feature engines that comply with the new EU Stage V emissions standard. In order to adhere to the

corresponding strict limits, these engines have highly effective particulate filters that limit both the amount of emitted particles and their size. Demag took the implementation of the new emissions standard as an opportunity to improve the 5-axle unit's performance as well.



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With the government plans to invest Rs 102 trillion in infrastructure development in the next five years, the demand for construction equipment will be immense. Earthmoving equipment being the largest used in across the infrastructure projects will play a major role and new innovative features will aid the progress of infrastructure development in the country.



Photo courtesy: JCB India

With more than 50 per cent market share, earthmoving equipment constitutes the major infrastructure equipment segment in the country. Considering the large amount of excavation and earthmoving activities in construction and mining, earthmoving equipment is the backbone of the infrastructure development and construction activities in the country. Though the economic slowdown has impacted the sales growth this year, from the third quarter of this fiscal, the equipment market has seen picking up and the trend is expected to continue in future.

Current market scenario

India has always been one of the largest markets with high customer demand for earthmoving equipment across the world. Currently the market is going through a slow pace of growth. However, **Jasmeet Singh, AVP, Corporate Communications and Corporate Relations, JCB India**, is of the view that owing to the investments over the last few years in the infrastructure sector and the focus on construction (road building and real estate) projects, the construction equipment market in India, will overcome the slowdown and is expected to pick up in the near future.

According to **Puneet Vidyarthi, Brand Leader, CASE India**, the year 2019 showed a slowdown due to the sluggish economic conditions of the country and impacted every sector. “We expect this phase not to last too long and with the kind of reforms being taken into consideration the conditions will soon change,” he observes. In a bid to further give a push to the country’s infrastructure, the government has set up a task force to draw up plans for building infrastructure worth Rs 100 trillion (\$1.4 trillion) over the next five years. The National Highways Authority of India (NHAI) has been spending nearly Rs 700 billion annually on road

construction; NHAI is also trying to involve private investments to improve the sector's crises. "With aiding steps taken to improve the sectors monetarily we expect some stability in the demand in near future," points out Vidyarthi.

According to **Hyunsoo (HS) Kim, Director-Commercial, Doosan Bobcat India**, the demand trend has been on the decline this year compared to last year. This is seen across many product categories barring one or two. "Overall we see 20 per cent reduction in sales for compact equipment and backhoe loaders compared to last year. The drop is seen more for the backhoe loaders. In the compact equipment, the skid-steer loader has remained stable while mini excavators have witnessed steady 15 per cent growth. But in general excavators, sales also have been affected. However, we are encouraged to see the monthly industry size becoming better for the last three months."

Manish Handa, Business Head-EED Division, Action Construction Equipment, adds, "As compared to last year, the demand of earthmoving equipment is down by around 20 per cent for all the operations."

Demand to pick up

The earthmoving equipment market has evolved in India from depending largely on backhoe to using other equipment such as excavators, wheel loaders, skid-steer loaders and dozers depending on the application demands. Singh elaborates on the trend, "As for the demand in machine-type, backhoe loaders have always been the choice of the customers. The trend however, is evolving with a rise in



"INDIA'S CONSTRUCTION EQUIPMENT INDUSTRY HAS STARTED SEEING GREEN SHOOTS AND SOME AMOUNT OF RECOVERY IS EXPECTED IN THE NEXT 6-8 MONTHS."

- **Jasmeet Singh**,
Associate Vice President, Corporate
Communications and Corporate Relations,
JCB India

demand of excavators and telehandlers as well. Excavators, wheeled loaders and compactors have also made their space in the market. We see all of these machines being used in almost every construction site in sectors ranging from roads and highways, railways, irrigation, rural roads, and housing, to general construction, and maintenance."

Kim adds, "Our equipment range has also followed market trends. However, our products are in the compact equipment category which is relatively less affected. We are market leaders in skid steer loaders and we have not seen any major drop compared to last year and it remains flat. We continue to do well on the mini excavator. We have just recently launched our B900 backhoe

loader and we are at the initial stages."

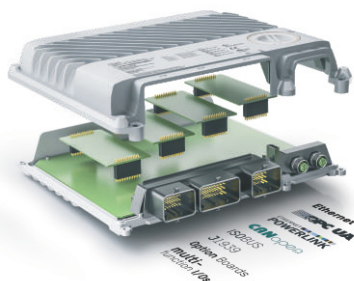
Handa explains ACE's initiatives in the segment, "We have recently started our earthmoving equipment range with the introduction of the all new backhoe loaders AX-124 and skid steer loaders. Both the equipment are generating good response from the market and we are confident towards building sizable volumes in the coming years."

Demand drivers

According to Singh, roads and highways is the key growth driver for the earthmoving equipment industry at the moment and will continue to give a strong impetus to the sales of the equipment. He adds, "In the coming years, we also expect rural economy to emerge as the next key demand driver. As rural further integrates, we are hopeful of seeing more infrastructure development in this sector; Pradhan Mantri Gram Sadak Yojna has been one such program. Also, with a focus on water, Har Ghar Jal and Conservation projects, lakes and reservoirs are further expected to boost demand. With large-scale infrastructure projects such as Sagarmala, Bharatmala and Jal Marg Vikas in the pipeline, together with government's rising focus on urban rejuvenation and railways, the long-term trajectory looks positive."

Emerging technologies

Technology plays a pivotal role in the efficiency and productivity of a machine or equipment. Most equipment manufacturers have revived their products with added features of advanced technologies on IoT and digital platforms. The recently held



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Exon 2019 has seen many such technologies on display. Speaking at the event, Roads minister Nitin Gadkari advised contractors to use technology to bring in efficiency and productivity in their execution and thus bringing down total operational cost.

Elaborating on the technology trends, Singh says, "A new trend that has evidently been on the rise is the use of technologically-advanced machines in construction, offering safety, fuel efficiency, multi-tasking and operator comfort. JCB India, as a responsible CE manufacturer, has been fulfilling this demand by producing Smart machines."

According to Vidyarthi, technology has been a 'game changer' in 2019 and a similar trend is seen buzzing in the earthmoving equipment sector as well. "Automated and computerised machines are becoming extremely popular due to their real-time applications. Some of the recent trends and advancements which have taken over the earthmoving equipment are adoption of IoT and newer technologies, Industry 4.0 revolution, Eagle eye telematics - GPS based tracking system, artificial intelligence, operator comfort and safety," he adds.

Kim elaborates, "Telematics system is gaining traction amongst recent trend. In certain developed markets Bobcat has introduced Telematics in the machines called as 'Connected



"AUTOMATED AND COMPUTERISED MACHINES ARE BECOMING EXTREMELY POPULAR DUE TO THEIR REAL-TIME APPLICATIONS."

- Puneet Vidyarthi,
Brand Leader, CASE India

Machine' that offers remote access to information of the equipment including location, machine health, performance, fuel levels, and operator performance. Computerised machine diagnostics for troubleshooting and checking machine parameters have made its way into the compact excavator segment as well. We already have them in our mini Excavators we sell in India."

Like most other markets, Indian excavator market is totally dependent on engines running on conventional energy. But in the passenger and commercial vehicle segment, government has started promoting electric vehicles in urban transportation under National Electric Mobility

Mission Plan. "Though electric vehicles like electric dump trucks and shovels are being used in the mining segment, we do not see an immediate demand for those technologies in the compact excavator market. However, globally many companies have started developing fully electric excavators in the 'less than' 2T operating weight category which is being selectively launched in developed countries in Europe and in the US," says Kim.

He adds, "Bobcat also has fully electric version of its most popular model E10 which has been launched for Europe market. Though some of the trends look currently too advanced for India, we feel we will move faster catching up with developed countries with faster adoption rate."

According to Handa, the recent technology trends of earthmoving equipment can be divided into three major categories: Advanced hydraulics for optimum efficiency and higher productivity; GPS system - advanced telematics system to manage and monitor machines remotely; and BS IV upgradation.

Technologies for better performance

Construction equipment manufacturers have come out with latest innovative technologies in their machines. Robotics, the Internet of Things (IoT), data analytics, telematics and artificial intelligence are a few digital solutions or new technology trends that are bringing revolution in the space. Staying committed to the infrastructural growth and development of the country, JCB India today manufactures over 60 different technologically-advanced products in eight different categories which include backhoe loaders, excavators, compactors, telehandlers, wheeled loaders, skid-steer loaders, mini excavators and generators. According to Singh, the rise of informed customers and innovative technologies has made the earthmoving equipment industry reshape the overall operations



Photo courtesy: CASE India

Motor grader market is steadily picking up in India.



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of the organisation. The integration of production techniques with the latest technological developments has the potential to make road equipment more efficient.

"All the new JCB machines manufactured, exhibit a seamless blend of technology and digital innovation in terms of design, performance, efficiency and safety, thereby bringing to light JCB India's effort towards meeting the ever-rising demand for next-gen construction machines used for building a new India. Some of the new intelligent machines can save fuel with fuel savings of up to 12 per cent and lower maintenance cost of up to 22 per cent and come with 'IntelliPerformance' and 'IntelliDig' technology which gives customers real time information about the performance of the machine.

All these machines are connected via LiveLink - an advanced telematics technology that benefits customers in better fleet management through remote monitoring and management of the machines. Our machines are also geo-fenced and can be located easily. In the past few years using our technology, police has recovered more than 40 stolen equipment of our customers."

CASE offers its latest Eagle Eye telematics solution, present in CASE's loader backhoe, compactors and now in the newly launched excavators, for enhancing the performance and efficiency of the machine. Vidyarthi elaborates, "In the loader backhoe segment, we have 770 EX OL, 770 EX PRO, CASE 770 EX Magnum PRO and 851 EX PRO. The PRO series is equipped with Eagle Eye telematics system. Eagle Eye is a real time vehicle tracking and communication based on GPS technology which can help keep track of your machines. For example, if the fuel box is empty or the machine is working far away from its prescribed geographic area it automatically sends a message regarding the same to the concerned person hence controlling the overall activity of a machine. CASE graders are equipped with CRDI electronic engines for on-board



"WE ARE ENCOURAGED TO SEE THE MONTHLY INDUSTRY SIZE BECOMING BETTER FOR THE LAST THREE MONTHS."

- *Hyunsoo (HS) Kim,*
Director-Commercial, Doosan Bobcat India

diagnostics, having a laptop connectivity to download the entire data log and analyse the past and ongoing operations/also get to the root cause of any failure that may occur during operation. This technology offers an advantage over any mechanical engine grader which gives more control and more visibility on the usage of the grader."

According to Kim, total cost of ownership plays a big role in the buying process. He adds, "More than just features, it is a combination of regular maintenance, rightly priced parts, fuel efficiency, quality components which results in longer life of machine and the durability factor. It also includes the components such as financing offering with the best interest rates, in all, the whole cumulative offering becomes the Total Cost of Ownership. The after sales services such as parts availability and maintenance become crucial to the customer. Downtime of the machine effect the customer's overall productivity and with our dealer network, we support the customer with quick resolution of their query."

Handa adds, "Our earthmoving equipment range provides complete value proposition for customers, offering power packed performance at attractive price. Manufactured with precision, they are extremely fuel efficient, offering higher productivity

and lifting capacity, low maintenance cost and enhanced operator safety and comfort. The recently launched all new backhoe loader AX 124 is powered with highly efficient 76 hp and 96 hp Kirloskar engines. The machine comes with improved hydraulic pumps and robust structures with higher breakout force while digging or loading materials, ensuring 10-15 per cent higher productivity. Fitted with globally renowned axel transmission from Carraro and hydraulics from Parker, it is available in both two-wheel and four-wheel drive options to cater diverse customer needs. We are geared up to meet BS IV emission norms and also offer telematics, AC cabin and rock breaker as a customised option (on demand) to our customers. With two years warranty on machine structure, we stand out in the market for our excellent customer service and after sales services. To cater timely customer demand, we have developed a pan-India robust aftersales service network of dealers and area offices, operating out of over 100 locations and supported by 21 regional offices based at key Tier-I and Tier-II cities. These regional offices are connected with product and zonal heads through our marketing headquarters and a dedicated product support division based out of Faridabad (Haryana).

Market outlook

In spite of the current slowdown, the construction equipment market has all the reasons to bounce back soon. The Roads and Highways Minister Nitin Gadkari announced major investment plans in the roads and highways sector that will push the construction equipment market towards a growth of 40 per cent in the coming years. And now, the Union Finance Minister Nirmala Sitharaman has announced Rs 102 trillion investment in infrastructure sector, in the next five years towards becoming \$5 trillion economy by 2024-25.

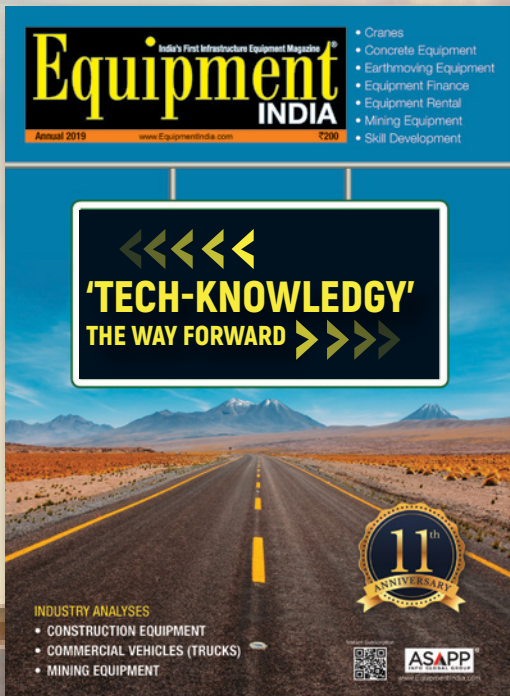
Vidyarthi elaborates, "Considering the challenges faced by the industry this



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year, government has taken a number of corrective measures. Recently, Prime Minister took notice of the sluggishness in the sector and directed all ministries and departments to expedite pending payments to contractors and construction companies. Similarly, in the recently concluded Excon 2019 in Bengaluru, the Road and Transport Minister Nitin Gadkari added to the hope of the construction industry by announcing that the Central Government will be investing Rs 2 trillion in the upcoming year and within the next five years, the total government expenditure on the road infrastructure will be about Rs 17 trillion. To cite some more opportunities by the government to promote the sector, the government has set up a taskforce to draw up plans for building infrastructure worth Rs 100 trillion (\$1.4 trillion) over the next five years. The Highway Ministry will also line up projects worth Rs 500 billion to be awarded by next year. With curative steps taken by the government to improve the sector, we expect some stability in the future and a good momentum in the earthmoving equipment market.

Singh adds, "We believe that the current challenges are transient. India's construction equipment industry has started seeing green shoots and some amount of recovery is expected in the next 6-8 months.



"CURRENTLY, THE DEMAND FOR BACKHOE LOADERS IS 35,000-40,000 UNITS PER YEAR AND IS EXPECTED TO REACH THE PEAK DEMAND OF 50,000 UNITS IN NEXT 3-5 YEARS."

- Manish Handa,
Business Head-EED Division, Action
Construction Equipment

Therefore, we are anticipating a positive turnaround in the industry in the middle of next year. With more than 60 types of products across eight different categories, we are ready to leverage the positive market environment anticipated for FY20. Staying committed to the India growth story, JCB India will continue to focus on investing on indigenisation, manufacturing, skills and innovation during any future down cycles to ensure good profits post recovery."

Kim explains on the market outlook, "Currently there is a

slowdown in the construction and earthmoving equipment market. But we see this more as a temporary phenomenon as there is still a need for building up infrastructure. The government is taking efforts and working towards a target of economy reaching \$5 trillion in the next five years. This is expected to come through government and private investments. We expect the market to get better from third quarter of 2020. So the future looks promising and we expect the shift towards more mechanisation to result in steady growth for the equipment market.

From a technology perspective, we feel that more customers will start adopting Telematics for better monitoring and management of the machines."

Handa points out the market outlook specifically on backhoe loaders, "Incidentally, in earthmoving equipment segment, backhoe loaders hold the largest market share in India besides being the largest equipment segment in terms of volumes. And it shall continue to be like this for years to come. Currently, the demand for backhoe loaders is 35,000-40,000 units per year and is expected to reach the peak demand of 50,000 units in next 3-5 years.

The Central Government has already announced its mega plan to invest Rs 102 trillion in infrastructure development in the country in the next five years. This investment will spread across the major infrastructure developments in roads and highways, railways, airports and ports, urban and rural infrastructure, and industrial infrastructure in the country. In this scenario, earthmoving equipment will be in top demand with every project requiring various types of earthmoving equipment. The future belongs to technology and technologically advanced machines will drive the growth of the construction and infrastructure sector.



Photo courtesy: ACE

Backhoe loaders will have a sustainable market in future.

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EXCON 2019

The expo in Bengaluru, held on December 10-14, spelled big opportunities for the construction equipment sector, offering an expectation of 40 per cent increase in sales for the industry in the near future.

The equipment sector is always on the go with a never-give-up attitude! And the 10th edition of Excon in 2019 once again saw a gathering replete with optimism – new launches, key handovers, live demos and companies showcasing the latest technology and upgraded machines. It was a future-ready event, completely in sync with its theme: Next-Gen Infrastructure.

The opening

Adding to the buoyancy was

Nitin Gadkari, Minister for Road Transport & Highways, and Micro, Small and Medium Enterprises, Government of India. Delivering his inaugural address at CII's Excon 2019, he reiterated the prime minister's vision to make India a \$5 trillion economy and said the government is embarking on major infrastructure and industrial projects worth Rs 100 trillion to achieve this. "For the roads sector alone, the Centre is investing Rs 2 trillion this year," he said. "The amount of investment for

next year will increase to Rs 3 trillion. Within the next five years, the total government spend on road infrastructure will be about Rs 17 trillion. The construction equipment industry can hope to expect a 40 per cent increase in sales in the near future, as the government is pumping huge amounts of investment in road and other infrastructure projects such as the development of waterways, airports, ports and smart cities."

Guest of Honour **Karnataka**

Chief Minister BS Yediyurappa said that the state is an emerging hub for construction equipment and a component outsourcing and design base. The state presents huge business opportunities for the construction industry, as it is embarking on major infrastructure development projects in roads and flyovers, industrial infrastructure and power.

Delivering his theme address, **Vipin Sondhi, Chairman, CII Trade Fairs Council**, said the construction equipment industry is witnessing a digital influx with the advent of artificial intelligence (AI), telematics, Internet of Things (IoT), and big data, making construction equipment intelligent and connected. These developments will increase site efficiency and productivity of construction projects in India.

Proposing a vote of thanks, **Sandeep Singh, President, ICEMA & Vice Chairman, CII Karnataka**, said reducing cost of construction is possible when the usage of

equipment is maximised. For this, the government needs to ensure the flow of funds to infrastructure projects.

Celebrating women in infrastructure

The inaugural ceremony also celebrated women in infrastructure by recognising and awarding companies that have taken proactive steps to enable women to participate in the workforce. Further, a report titled Women in Infrastructure was released that features the current status of women participation in the sector and best practices to enable the sector to include more women as it continues to develop.

Embracing the future

In its 10th year of organising the expo, CII organised special activities including exclusive pavilions on AI, IoT, robotics, start-ups, and components and parts, among others.

Part of the expo was a conference on 'AI, IoT & Automation'. The session focused on the paradigm shift from machine training through programming to achieve automated solutions with AI and IoT under the Industry 4.0 wave. The Industry 4.0

revolution has witnessed a convergence of digital computing, telecommunications and increased use of sensors. These technologies have eased and simplified processes in the industry, leading to improved productivity and quality.

Challenges and opportunities

What's more, an interactive session on 'Construction Equipment Industry: Challenges and Opportunities' was organised. In his presentation on the status of the Indian construction equipment industry, **Dimitrov Krishnan, Vice President, ICEMA**, said, "The industry has seen tremendous investments in infrastructure in the last decade with about half billion equipment installed. The industry has employed approximately 1.2 billion people. In the next five years, as India aims for a \$5 trillion economy, expected investment in



infrastructure will be Rs 100 trillion and equipment requirement will be at least eight times of what it is today; and it is expected to generate nine times of the employment.”

Explaining key initiatives to accelerate growth of infrastructure to regain market share, **SK Mishra, Executive Director (Infra), Ministry of Railways**, said, “The government has already taken the decision of allowing 100 per cent FDI in railway infrastructure. There will be a substantial increase in the capital expenditure and Indian Railways will invest over Rs 10 trillion in the next five years on various projects.”

With regard to major initiatives planned in Karnataka, **RK Suryawanshi, RO-Projects, National Highways Authority of India (NHAI)**, said, “Over 17 projects amounting to Rs 180 billion covering a length of 1,386 km are under implementation by NHAI. Another five projects amounting to Rs 61.16 billion covering a length of 280 km are awarded and the work is likely to commence soon during this financial year in the state.”



One of the indoor halls at Excon.

In addition!

Additionally, a session on ‘Over-Dimensional Cargo (ODC) and Infrastructure for Armed Forces’ was held where industry experts shared their insights on efficient project cargo movement and emerging requirements and smart technology solutions in defence. The session also addressed procedural developments

in project cargo, challenges faced while handling heavy lifts ports and cargo carrier innovations in road, rail and inland waterways. Industry experts also shared their views on managing project cargo complexities in road, rail and inland waterways transport and the next steps towards project cargo logistics excellence in India.

Summing up

The 10th edition of CII Excon 2019 was spread across 300,000 sq m of display area with over 1,250 exhibitors, including more than 390 overseas companies from 21 countries, besides country pavilions from China, Germany, Italy, South Korea, Turkey and the UK. The five-day exhibition attracted over 70,000 business visitors from India and abroad.

Read on for insights on the industry scenario and technology advancements from *Equipment India's* interviews with selected exhibitors at the expo. Also, the news reports and product news provide an overview of the products and technologies showcased by some of the key exhibitors at the show.



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Rajesh Dahiya

Gurgaon-based Apollo Tyres came into inception in 1972, and has since, been among the trusted names in the business of manufacture and sales of tyres. **Rajesh Dahiya, Vice President-Marketing, Sales & Service, and Farid Ahmed, Head Marketing-OHT, Apollo Tyres**, share more on the company's new launches.

Expectations from 2020: 2019 was a tough year. Overall, the economy has been under stress. The OEMs were one of the segments under maximum stress. And, for Apollo Tyres as well, it has fairly been a challenging year. Yet, we performed better than our expectations and the market, and have added 1.5-2 per cent market share. However, we see the scenario stabilising now, and we are bullish about it. We have a strong plan for our products, distribution and the brand that we have been able to build.

The big opportunity: One major opportunity for us is in the replacement segment. This is where we are trying to expand our distributions, especially in the rural areas. Additionally, we are growing in areas that have not been our strength so far. We are trying to expand our distribution in the rural areas and focus on some existing areas where we can increase our market share. Furthermore, we are also looking at increasing our export in a big way.

Designed for efficiency: The core of our philosophy is highest uptime and lowest Total Cost of Ownership (TCO). We have been developing concepts to deliver this to various customer segments. For us, product is the fundamental lever to touch every Apollo product user with this philosophy. Our new Terra range of tyres is an attempt towards this, where we deliver an upgraded performance

in certain product segments and better TCO in other product segments.

For more specialised customer segments such as mining and ports, we have developed service modules, which can illustrate tyre utilisation, and Apollo has recommended preventive maintenance procedures in real time to its users. This is a major value addition when a business owner buys an Apollo product and will know exactly how much he has been spending on tyres and how Apollo's recommendations help to decreasing cost and increasing uptime.

Launch at Excon: At Excon 2019, we launched the Terra range for backhoe loaders. These are second generation products that are designed to deliver upgraded performance through better mileage and bi-direction traction in some sizes, and better overall value or cost of ownership in other sizes. We also launched new front tyres for a hydra crane called 'Terra Crane' under this philosophy. These tyres are a new grounds-up design for cranes with stiffer sidewalls for precision and optimised specs for better cost of ownership. We also launched the forklift range of tyres. The Solid tyre range, called Solift R300, follows the uptime concept through its three-stage construction enabling 18 hours a day work without disintegration. The pneumatic range is called "Nulift".

Focus on R&D: Apollo has a dedicated R&D team for every category of product. Our R&D spend is the highest in the Indian tyre industry.

ASHOK LEYLAND

"WE ARE GEARED UP TO MEET THE GROWING DEMANDS"



The Power Solutions Business of Ashok Leyland has introduced 20 prototypes of engines complying with the upcoming emission norms. **Rajesh R, Vice President, Power Solutions Business, Ashok Leyland** shares more on the market and the company's plans.

Preparing for new emission norms: In the power solutions business, we address four verticals: power generation, industrial, agriculture and marine. The

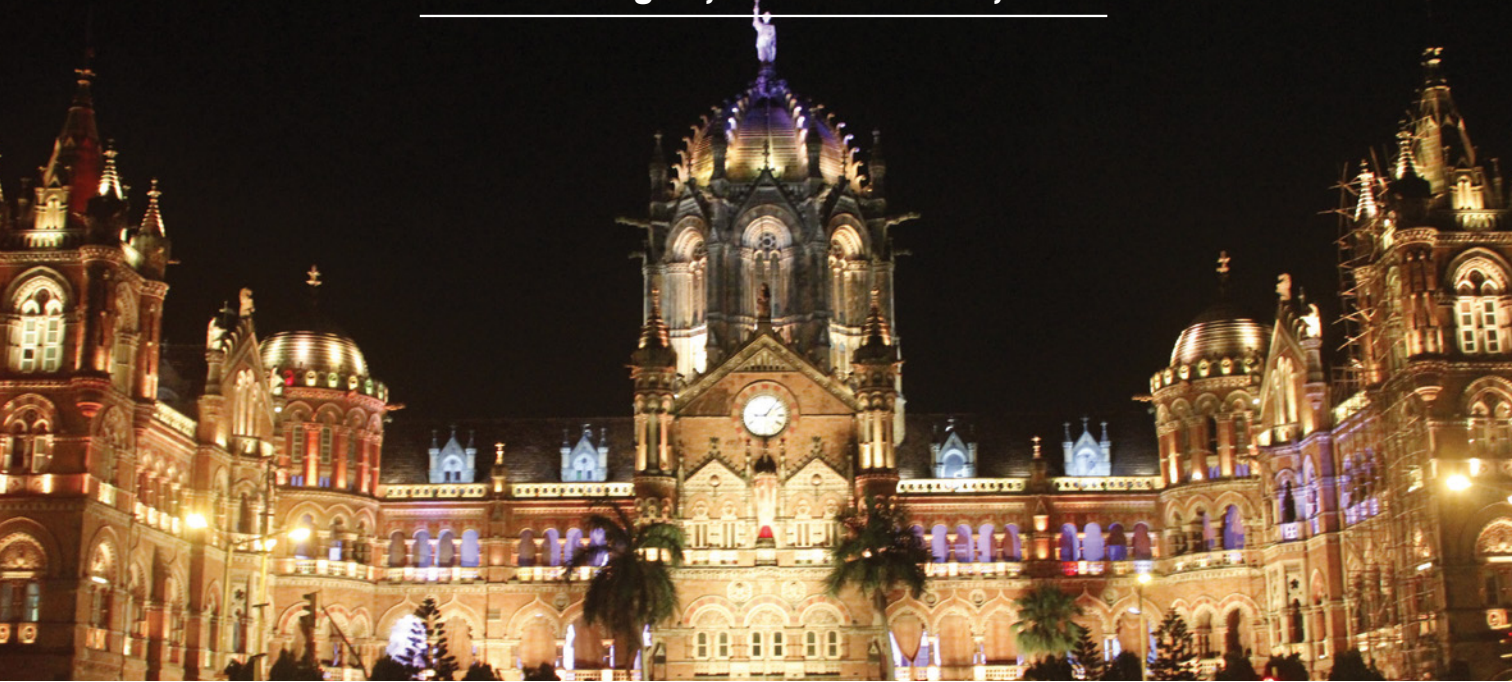
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agricultural and industrial businesses are shifting to the next level emission norms of BS IV (CEV) starting from October 2020. The automotive sector is moving towards BS VI starting April 2020 and we have done a lot of rigorous experiments with the products we wanted to bring in for BS VI. It is a natural migration for Ashok Leyland to BS IV (CEV) from using the same BS VI platform. We have made over 20 prototypes well in advance on the latest emission norms. These are already running in for different equipment across the complete gamut of the equipment industry today.

Market opportunities: As there are a lot of investments expected in infrastructure development, in the coming years, the market is going to bounce back from the current slowdown. We are very well geared up to meet the growing demands of the market. We are also equipped ourselves with expanding our capacities in our plants to address the new opportunities and the requirements.

Major challenges: The power generation and industrial segments have been slowed down because of the economic situation in India. However, we are doing an all-time high sales in agricultural equipment segment in India, because of the good monsoon season this year. We cater to almost 95 per cent of the market requirements in agricultural equipment. Moving forward, we expect the industrial and power generation business to bounce back. But on a growing phase, the generators will be a stand-by application rather than prime because of the improved grid power availability.

In the construction and mining equipment industry, the challenge would be the roll out of the BS IV (CEV), because the engines that are currently working on mechanical platform will move on to electronics platform with a lot of sensors. This is going to be a big cost challenge for the equipment industry. The challenge with respect to the availability of fuel and also the cleanliness of the fuel that put into the machine is a concern.

Changing designs and components: For engines of less than 56 kW, we may just require a diesel oxidation catalyst (DOC). Beyond this, we may have to use a separate selective catalytic reduction (SCR). But these SCRs are closed loop and we may not be required to use a diesel particulate filter (DPF) or DOC for that. So there is no major difference between the automotive BS VI and the BS IV (CEV). The remarks levels are exactly the same while the particulate level is slightly less stringent on the BS IV (CEV).

Supporting productivity with technology and services: Productivity is directly related to the equipment uptime. We are spread across in India with 150 touch-points across the industry and have extensive knowledge of handling the new generation engines. We have the training programme based on 'KNOW', Knowledge on Wheels as we take the training centre right into the equipment

manufacturers and also the service centres. We train them with the new generation engines right at their place.

On the smart features, we have a solution called iAlert which is an optional device fitted on the equipment which provides data about how the machine behaves. We measure three things: amount of coolant, oil and fuel. Data analytics is going to be the next biggest network in India. So we are going to collect all the data and this will be used for understanding the equipment usage in the market.

Expansion plans: In construction equipment industry we are far ahead on the development part with BS IV (CEV) engines. We are also setting up additional assembly plants to enhance our capacities to address the growing demand in the market.

ATLAS COPCO POWER TECHNIQUE

"OUR PLAN IS TO INNOVATE, AND WE ARE CONTINUOUSLY WORKING ON BETTER PRODUCTS"



(L-R) Tony Van Herbruggen, and Pratap Padode, Editor-in-Chief, Equipment India.

Atlas Copco Power Technique provides air, power and flow solutions through products such as mobile compressors, pumps, light towers and generators, along with a number of complementary products. Tony Van Herbruggen, General Manager, Atlas Copco Power Technique, shares more...

Innovations for customers: We are offering even more efficient products for the customers by ensuring less fuel consumption, better pressure and capacities to increase efficiency. At Excon 2019, we have introduced many products for the construction, mining and infrastructure sector. We are introducing a lighting tower for those who continue to work over time in the later hours of the day. Considering the market for construction and mining, we have showcased our large air compressor the XRH1100 PLUS, which is popular for drilling.

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Current market: Despite the challenges faced by the industry in 2019, our wide range of products proved beneficial for us. So owing to market conditions: If demand for one product decreases, the demand for another product increases. And, in 2019, one business area that was booming and benefitted us was the water well drilling. Going forward, we hope that construction and mining will pick up. We are trying to cover all market leads with the best products, and as and when there is an opportunity, we look forward to winning the business.

Opportunity in 2020: We will keep introducing new products. Customers are looking for applications that may not yet be popular in India but is creating a new niche market. We also continuously work with distributors and customers to understand their requirements. What we see is that when we develop new products, we eventually emerge leaders in the segment.

The smart approach: For the machines that we deliver, we have a Fleetlink, which is mainly for the aftermarket and for the customers, through which, the performance of the machine can be monitored. Whenever there is a requirement of two or three different machines with different capacities, we have introduced one single machine that can cater to two to three different applications. This is a new technology that we have brought in. Now, the customer will have to invest in just one machine for different applications.

Future plans: Our plan is to innovate, and we are continuously working on better products. Be it good or bad times, Atlas Copco will always be there for its customers. And, India is a big market. We want to develop our territory coverage here, for which, it is important to ensure availability of parts in different regions. So, it is important for us to continue innovating for the benefit for the customers and to interact closely with the customers.

BKT

"RADIALISATION IS THE FUTURE"



BKT is the one of world's leading tyre manufacturers that is fully dedicated to off-highway tyre manufacturing.

Ashok P Chhajaj, General Manger-OE Sales, BKT, shares more on the company's products and solutions.

At Excon: BKT has been participating in Excon for the past 18 years and is the first tyre company to participate at the expo. We are participating at exhibitions like Excon with an objective to showcase our strength to the OEMs of India and overseas, actual users, government bodies, and all other stakeholders of the industry. We have succeeded in each and every edition of the expo so far and hope to continue with the same in the coming years.

Market challenges: In the concept of radialisation, we are finding it difficult to convince the customers to switchover from bias to radial. Our entire focus is on radialisation as it is the future. Globally, radialisation is at an advanced stage, while in India the trend is yet to pick up.

Ahead of the competition: BKT is fully dedicated to off-highway tyres with a wide range of SKUs, which are more than 2,700 varying from 5" rim diameter to 57" rim diameter, viz, bias, radial, all steel radial and solid tyres meant for vehicles such as dumpers, graders, trailers and forklifts to the technologically advanced machines like high horsepower tractors, combines, harvesters, GPS controlled vehicles, articulated dump trucks, high-speed cranes and port vehicle. Apart from what has been mentioned, we also provide customised solutions, which keeps us ahead in the competition.

BONFIGLIOLI INDIA

"WE HAVE A LONG-TERM EXPANSION PLAN FOR INDIA"

Bonfiglioli Transmissions has recently expanded its manufacturing facility in Chennai to double the production in India. **Kennady V Kaippally, Country Manager, Bonfiglioli India,** shares more...

Key focus areas: We have three business units. The industrial segment serves process industries and mobility; the wind business focuses on off-highway equipment and wind turbines; while mechatronics focuses on electronics integrated products. In the off-highway sector, we are a major player in each of its various segments. Most of the road construction equipment run on our drives now, and we want to continue this success. We are the market leaders in the concrete equipment segment with significant presence in batching plants, concrete mixers, transit mixers and self-loading mixers. The biggest segment by far continues to be the hydraulic excavators. Naturally, this is one application segment that is close to our heart and which is our strength as well. This will be a key focus area for us as we are expanding our penetration in this market.



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Technologies for productivity: We have the smart product range that we started a few years ago with integrating sensors, used for collecting data and delivering services to our customers. Some of these products like the swing drive are equipped with sensor units that deliver data, which is collated to provide assistance in predictive maintenance or monitoring applications. Similarly, we have solutions to monitor lubrication conditions and provide scheduled interval for maintenance, specifically in harsh environments. These technologies become more valuable when we serve the market like large mining excavators, where downtime is critical, and so, there is a greater need for predictability. We are now doing projects for material handling and warehousing equipment, using similar concepts in electric drives for monitoring these applications.

Expansion plans: We have expanded our production facility in Chennai, enabling us to double the capacity to meet the growing market demand. We think the current economic slowdown is temporary in nature and the inherent demand for infrastructure remains high in India. This inherent demand has to translate in higher equipment sales and our expansion plans will help us to cater to this expanding demand. We are also focusing on the export market. Last year, our exports were around 20 per cent and this year it has gone up to 35 per cent. Next year, we expect our export to be 40 per cent of our business. So, we continue to leverage competitive manufacturing footprint to gain market share as well.

Excon as a platform: Excon is becoming an important event as the construction equipment market has grown significantly in the recent past. We started our business in India of producing drives for the industrial segment, and after that, grew strongly in the wind business. In the past few years, we have been moving more into the mobile equipment where we are global leaders in several applications. So, Excon becomes an important platform for us to showcase our product offerings. This year, the expo has been far better than expected. We thought that the sentiments and the reactions will be muted, owing to the slowing of demand, but it is heartening to see that people are optimistic.

CASE CONSTRUCTION EQUIPMENT

"OUR PLAN HAS ALWAYS BEEN TO LOCALISE OUR MANUFACTURING IN INDIA"

CASE Construction Equipment is built on the principle that simple is better. Sharing more on the company's operations and recent launches is Neil Woodfin, Vice President, CE AMEA and CE Global Alliance, CASE International SA.

Industry 2020: There has been a slowdown in 2019. We did expect the industry to recover post elections. But it did not meet our expectations. However, it is great to hear that the infrastructure investment would continue to drive growth in 2020. And, the government is making certain positive moves wherein they are supporting the leasing partners by providing guarantees to them to ensure that the money flows in and to enable the purchases by the various contractors. Infrastructure will continue to be a major segment that will grow, and that bodes well for us. We are a strong player in road construction – we have got the compactor, the grader and the dozers, and have launched the 20 tonne excavator, which can also be used in various applications.



Enhancing productivity: With telematics, we aim at providing the customer the information that they require. For us, it is important to link in to that machine to identify and understand if there is a problem and we can then plan our response more effectively, be it a repair or maintenance response. And, through that planning, you can be more efficient. With this information flow, we will be able to eliminate time and up productivity for the customer.

Skilling operators: One of the constraints to growth is the shortage of skill labour. And, we have been training people to ensure that they are up to speed with the latest technology. This enables them to get the best out of their products.

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New launches at Excon: In 2016, we launched the grader, and the following year, we launched the dozer. Our plan has always been to localise our manufacturing in India. And I am delighted that we have launched that product at Excon 2019. In India, we represent around 60 per cent of the excavator market. The 20 tonne excavator is the biggest segment within the excavator range. The application in which it can be typically used is road construction, quarries and general construction. Also, the engine in this machine makes it high on fuel-efficiency as compared to any other product in the market. Creating a benchmark, we have got the highest developed productivity too. This drives return on investment and capital for the customer.

Financial solutions: As a company, we try and provide a complete solution to the customer. Along with providing the best products, this also includes providing financial solutions. We recently made a major investment to set up a captive finance operation here in India. This will enable us to offer our customers the best financial solutions.

CATERPILLAR INDIA

"WE OFFER PRODUCTS OF GLOBAL TECHNOLOGIES WITH LOCAL FLAVOUR"



Caterpillar has been associated with India's infrastructure development for the past many years with its vast range of products and matching technologies. Amit Bansal, Director, Sales and Marketing, Building Construction Products Division, Caterpillar India, shares more.

Current market scenario: We see some improvement in the construction equipment market in the last quarter of this year. As per the Indian Construction Equipment Manufacturers Association (ICEMA) report, the last two months have been good. We can expect some upward trend in the industry and hope to continue the trend for some time.

Market opportunities: Our country is aiming to be a \$5 trillion economy by 2024 and infrastructure is going to play

a vital role in achieving this goal. I believe there are some temporary disruptions, but the long term outlook of the country is positive. We have tremendous opportunities for at least two decades to grow continuously. We have the capability and potential to grow and Caterpillar as a company can grow with. We have a long term association with the country's growth and we expect to continue this in future.

Major challenges: There were challenges associated with policy and general economy. However, the new initiatives of the government are going to lead the overall development of the country.

Technologies for better productivity: Digital is the buzzword when we talk about technology. We have invested in certain digital technologies that are needed to fulfill the customer requirements. We already have some of the best technologies available in the world. But we are providing the technologies according to the customer requirements in the country. So our products are a mix of some of the global technologies with some local flavour. We are providing technologies keeping the future requirement of the customer based on how the machine is going to be used, where and for what purpose. Keeping these into consideration, we look at the right technology that is appropriate for the country to help the customer succeed in his business.

Skill development initiatives: As per the current data available, there is a gap of 75 per cent in the availability of skilled operators. We are working with various government organisations at various parts of the country and trying to bridge the gap. Currently, we are working with Government of Rajasthan and we are supporting a school there which trains the operators. I understand that about 300 operators including five women operators have been trained from that school. The women operators have become master trainers and they are now entrepreneurs starting their own ventures.

Customer focus: The most important thing for a customer is doing things right, which we assure. If a person is buying a Caterpillar product, he can be assured of two things, one he is buying one of the best products in the country and second he is going to get the best after-sales support.

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Opportunity 2020: For compaction equipment, we are the market leaders. We expect the infrastructure market to bounce back eventually and grow reasonably well. So we see continued opportunity for the range of compaction equipment in India.

Growth target: Our expectation is for the growth to double in three-four years time. Our upcoming factory will not just cater to the Indian market, but exports also. At present as well, 50 per cent of the business is from exports. We are looking forward to making India the emerging market hub. Hence, all our requirements for the emerging markets will eventually originate out of India. These emerging markets will include the Middle East, North Africa, Latin America, and parts of Asia as well.

Challenges: We look at it from the perspective of two different businesses, one of which is compact equipment business that we took over from Atlas Copco. The challenge is on the traditional or organic business. We did a market survey to gauge our presence in the India market. And, we realised that we need to work harder to give a great customer experience. So, we are working towards ways in which we can get our customers here in India to become more confident about the brand and that it is here to stay. We have acquired land for our factory and we are into the process of starting construction. Setting up a factory is a clear indication about how serious we are about the India market. Also understanding the market as a challenge earlier, to overcome which, we have an India team in place.

Smart technology: The engines in India either run on petrol or diesel. Then now you have the electric versions as well. Going forward, you will see more of the battery coming in. Also, now, it's all about artificial intelligence and IoT. We are moving in a similar direction – measuring the range that we have, the performance of the product that we have and the time interval between the servicing and maintenance kind of operations. So, as an organisation, Husqvarna does all of this.

Skilling operators: Constant training is conducted. We bring in application experts from across the globe into India. We have trainers assigned especially for the India market. They travel regularly to India to support the local team and

ensure that their skill-set is improved. Considering the government's skill development goals, we will look forward to tying up with the government as well. My current challenge is to establish the business and set up the factory and have it running. And, this will be my primary focus in 2020. We are in the process of enhancing our aftermarket presence for the organic range. As we grow, we will set up more service centres in different parts of the country.

LEEBOY INDIA CONSTRUCTION EQUIPMENT

“WE CREATE VALUE FOR OUR CUSTOMERS THROUGH MAKE IN INDIA”

LeeBoy India benefits from having a local manufacturing facility to effectively catering to the local and export markets. **K Sunil Kumar, President, LeeBoy India Construction Equipment**, shares more...

Opportunities in 2020: The inspiring speech of Roads and Highways Minister Nitin Gadkari during the inauguration of Excon has boosted the confidence of the construction equipment industry. While we see a lot of opportunity on the anvil, faster implementation of projects would give an impetus to the industry. Substantial investments are expected, especially in the road sector in the coming year, and this should pull up the demand for the construction equipment industry.



Market challenges: Challenges in infrastructure projects seeking clearances need to be looked into. However, the moment the projects get cleared, you will see the demand going up. The second major problem is financing. Although there is demand, the financial closure of projects can be slightly restructured in terms of flexibility and easy finance for the customers. Government support in terms of faster release of funds would also help in faster implementation of infrastructure projects, which will create demand for the construction equipment industry.

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Enhancing productivity: We make sure that our machine uptime is always the highest, which will ensure productivity. We have our dealers spread across the country with the required stock of spares and service engineers to assist our customers. There are also inbuilt technical features that ensure enhanced productivity. We have launched a new motor grader with 10 ft mould board primarily for small roads, and PMGSY road projects.

Skill development initiatives: We have trained operators located at all the regions to train the customer's operators in terms of better operations of the machine. When we sell a machine, we send our operator with the machine for a week or two along with the customer's operator so that the knowledge can be transferred in terms of the better operations to enhance productivity.

Future plans: Through domestic manufacturing, we are creating great value for our customers in India because they are getting a world-class product in terms better features and critical components like engine, axles and transmission from reputed international suppliers. Also, since it is manufactured in India, we are in a position to offer better value for money. We also feel that because of having an Indian manufacturing base, there is an opportunity to look overseas because the acceptance for Indian products is increasing globally. We are looking at the South-east Asian countries, the Middle East and Africa for more exports. Going forward, we are trying to augment our product range to give better choice and value for our customers.

LIUGONG INDIA

"WE ARE A STRONG PLAYER FOR WHEEL LOADERS AND MOTOR GRADERS"



Liugong is the first China-based construction equipment manufacturing company in India with more than a decade experience and more than 500 local people. Zeng Guang'an, Chairman, Guangxu Liugong Group, shares more...

Market for 2020: We see huge opportunity for the company in the Indian market. Owing to the stable government, in 2020, there is huge potential for infrastructure development, real estate and mining. And, Liugong has several offerings for the mining segment in the form of large heavy-duty products in excavators and wheel loaders. And, we are planning to launch mining trucks for the Indian customers.

Key challenges: The major challenge for us is that the India market is growing at a faster pace and so are the customer requirements. We need to prepare various product lines to meet these fast changing requirements. Challenges also include the need for more talent and the supply chain. In 2019, we have improved our supply chain to support our excavators and some other product lines. We are a strong player for wheel loaders and motor graders. In the coming years, we hope to be stronger players in the backhoe loaders and excavators segments as well.

Enhancing productivity: The young generation of customers is looking for new technologies. Hence in 2019 and 2020, we are launching new generation excavators and wheel loaders. Some of the equipment will be manufactured in India, while some in China. These machines are supported with features such as GPS and monitoring systems. The machines can be monitored on the mobile phones. Also our machines launched in China are supported with features such as augmented reality (AR) with remote control operations. We also have autonomous and semi-autonomous machines in wheel loaders that can provide 10-20 per cent increased productivity and can save on manpower requirement and fuel consumption. We are going to introduce these technologies to the Indian market in future.

Products at Excon: We have a wide range of machines displayed at Excon. We have launched the 7 tonne wheel loader, which is a heavy-duty high efficiency and better productivity product for the aggregates market, quarry and coal handling. We also have a whole range of excavators from 8 tonne to 50 tonne for the Indian market requirements. We have also displayed cranes, dozers and forklifts to provide more support and solutions to the Indian market.

SREI EQUIPMENT FINANCE

"CO-LENDING AND LEASING BECOMES THE KEY TOOL THIS YEAR"

Srei Equipment Finance offers innovative financing solutions to equipment purchasers, even those new to the Indian equipment financing market. Devendra Kumar Vyas, Managing Director, Srei Equipment Finance, shares more...

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TO VISIT



Industry 2020: After the industry experiencing a growth of 25 per cent CAGR YoY for last few years, 2019 is a year of correction. This was required for the industry because when you grow at such a high pace, your base constantly increases, and then to maintain and sustain that kind of growth at such a high base becomes a challenge. So, with 2019 becoming a year of a lower base, the number achieved in 2020 will certainly be more than 2019. This will create positivity in the ecosystem. So, 2020 could be a turnaround year for our industry. While volumes did decrease by 20-30 per cent in 2019, it is more important to sustain the growth over a longer time horizon. And, 2020 will bring sustainability to the industry.

Challenges: Seeking bank guarantee is a key challenge for customers. Although the roads sector has been the key growth driver, this sector too, faced a bit of a slowdown in the last six months. However, during the inauguration ceremony at Excon, Nitin Gadkari, Minister of Road Transport and Highways, was confident of a 40 per cent growth. The minister has said that next year, Rs 2 trillion of work orders will be awarded. In the road sector, the equipment requirements are approximately 22 per cent of the total project value. So work orders worth Rs 2 trillion means a requirement of Rs 440 billion worth equipment. Considering that 50 per cent of this could be new capacity, a new market is being created for the balance Rs 220 billion of equipment. These numbers give you a feeling that the industry is going to grow. But for this growth, the customer has to get the work order. For that, he has to furnish the bank guarantee, seeking which is a key challenge.

New schemes: We have recently introduced the co-lending scheme for our customers. Ours is the first NBFC to have started co-lending, which is as per the RBI guidelines, where an NBFC can partner a bank to provide funding to its customers. Hence, this year at Excon, we effectively have five bank presence within our stall. Through this partnership, we provide joint lending to our customers and the customer gets the best of both banking solution as well as customised solutions of NBFC. Also, I personally feel that 2020 will be the year of leasing. It's time that India focuses on creating economic wealth by asset creation through leasing. We are

planning on going aggressive on lease financing. So, co-lending and leasing become the key tool this year to provide better solutions to our customers.

SUNBEAM INFRA EQUIPMENTS

"WE HAVE FOCUSED ON INTRODUCING NEW MODELS TOWARDS CUSTOMER CENTRICITY"



Sunbeam Infra Equipments, a division of Sunbeam Generators, is among the prominent players in the concrete equipment industry with its concrete mixers (purchased from Greaves Cotton) and now with additions of batching plants, concrete pumps and mixer pumps.

Ashwath Krishna, CEO,

Sunbeam Infra Equipments, shares more...

Market scenario: The Central Government has allocated a lot of projects. But in terms of execution, the fund flow and cash flow is the real challenge. Banks are more cautious and tentative in funding. We see the market improving and expect a stable market growth scenario from the mid of the next financial year. The Indian economy is complex and a big system, so any plans or initiatives take time to hit the ground. The government is also under pressure and will make efforts to get the economy back on track.

Customer focus: Our focus has been more towards the retail and RMC segments. It has just been three years and it is a long way forward for us. In the corporate segment, the expectations are different. But we are conscious that in the coming period, we will work closely with the market and get a good pie of the market share.

Product offerings: At Excon 2019, we have exhibited our new models and focused on upgrading our products on the principle that we strongly believe in 'hearing customer's voice'. Our 8 cu m transit mixer, 41 m boom pump (in cooperation with KCP-Korea), diesel driven mixer pump and an improved version of our SS50 high-pressure trailer pump. All these have been done keeping in mind the expectations of our Indian customer.

Enhancing efficiency: Our transit mixers are IoT enabled with 'T-Track'. It is not only about tracking the mixer, but monitoring key operational parameters to ensure product hygiene in a more comprehensive basis. Even our



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batching plant is supported with differentiating features right from the structure design (modularised), which ensures faster erection. Also, with respect to the design of the mixer, it provides improved mixing efficiency and quality of concrete. We have focussed on automation in providing a better experience to the operator and customer. Our SS 50 trailer pump is feature rich with high-pressure pumping, longer operations, functional back-up and maintenance-friendly.

TIL

"WE PROACTIVELY PURSUE WHEN IT COMES TO ADOPTING DIGITAL TECHNOLOGIES"



As a major player in heavy-duty mobile cranes market in India, TIL has consolidated its presence over the years. **Anil Bhatia, Vice President-Sales & Marketing, TIL,** shares more.

Current market scenario: The mobile cranes industry has been slightly different from other equipment segments. If we look at the market dynamics, 4-5 years back, it was 75 per cent used equipment and 25 per cent brand new. With the government and big construction contractors insisting on not to use older equipment of 10 years and more, the market ratio started changing and today it is about 60 per cent used and 40 per cent new equipment. Going forward, this ratio is going to improve further towards more new equipment. The new developments in emission norms have also influenced this trend.

For us, this financial year has been good with a healthy order backlog. We foresee the trend to continue for the next 2-3 years at least, because the earnings are growing even though more international players are coming into the market.

Market opportunities: Our equipment mainly go into

metro projects, railways, refineries, power plants, cement plants and mining. Also in road sector, wherever there are bridges and there is a need for lifting girders, cranes are being used. Unlike any other sectors where very high percentage of equipment are financed by NBFCs, in our case about 90-95 per cent of funding is done through banks having the advantages of strong balance sheets and best interest rates.

Major challenges: The challenge we are looking at currently is that how fast the share of new equipment can grow in the market. We expect that all the rules and regulations regarding the import of used equipment should be implemented in total so that we expect by 2022-23, the market share of new equipment should be 80 per cent. This will pose a huge market for all the crane manufacturers. Also, government's plan to spend Rs 100 trillion in the infrastructure projects in the next five years will trigger further opportunity for companies in the infrastructure equipment space. With the increased demand we have to gear up for the supply to come in.

Enhancing productivity: Our equipment are big in size and capacity, and we have moved on to the platform of internet of things (IoT), using telemetry in our reach stackers and newly launched RT880. Safety is paramount in our industry and the industry has moved into digitalisation. Modern electronic safe load indicators with digital technology have been inducted since early 1990s. TIL has also adopted automation wherever necessary in a proactive manner such as computerised operations, sensors and other digital aids for safe operation of the machine. However, at the end of the day, the capability of the operator goes a long way in keeping the man and machine safe.

Operator training initiatives: Every crane we sell is a high-value equipment. Whenever we sell an equipment, we conduct a three-day programme where we do the commissioning and training the operator. In fact, many of the customers send their operators to our factory, before taking delivery of the equipment where the operator has been given training there itself at the time of testing. Even after the equipment has been supplied, most of the customers ask for operator training refresher courses at sites.

Product display at Excon: We have two new products on display. One is RT 880, an 80-tonne rough terrain crane with long boom of 43.8 m with 17.1 m jib on top of it, crossing 60 m height. The telematics system in this crane is the latest generation Cloud connected machine monitoring solution which captures comprehensive machine data including location details, usage and service information. Being stored in Cloud database, the data is accessible from anywhere in the world and enables remote diagnostics and updates. Another one is a new range of 360° slew pick-and-carry crane, Mobiload 415. It is a hybrid model of RT and pick-and-carry crane, making it a true pick-and-carry crane with 100 per cent safety.

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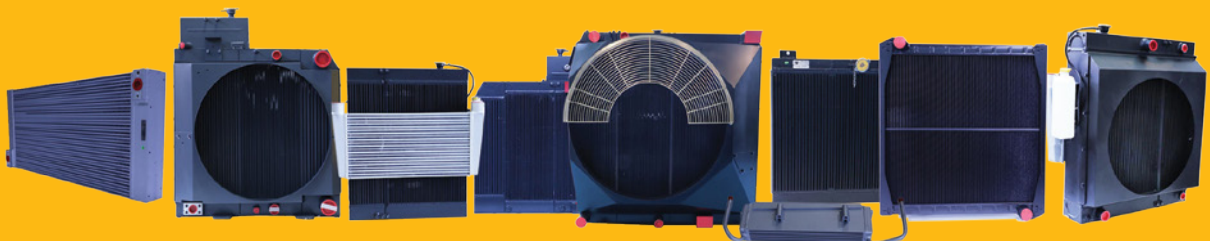
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Growth plans: We are expecting our topline to grow significantly this year and in fiscal 2021. Our focus on defence and export business is seeing positive outcome and we expect it will yield even better growth next year, adding further to our topline.

UNIFLEX

"THE STRATEGY IS TO BE NEAR THE CUSTOMER AND GROW"



Established in 1987, UNIFLEX today has five manufacturing plants – three belonging to the Hose Products Division and two to the Tube Products Division. The Hose Products Division is dedicated to flexible hose assemblies, end fittings, adapters and CNC machined components while the

Tube Products Division manufactures rigid tube assembly fabrications, fuel injection pipes, and small and medium fabrications. **Venkatesh S Aiyer, Director, UNIFLEX,** shares more...

Excon advantage: In terms of participation, this was the sixth edition of Excon for us. An important part of our strategy here is to meet our existing clientele. Speaking of our new launches, we have introduced tube assemblies. We are promoting this along with our hose assemblies.

Key challenges: Last year has been quite difficult. There has been a slowdown in not just the construction equipment sector but other segments as well. One of the challenges has been that when the customers are not doing well, you also run into a viscous cycle – for example, cash flow; you have huge inventory that you are not able to liquidate. But now the scenario is improving. Fortunately, we export as well as have business coming in from the Defence, both of which are doing relatively well.

Opportunities in 2020: Over the next few years, there are going to be big changes in emission requirements that will bring in new technologies for engine. For example, common rail fuel injection will replace the existing mechanical fuel pump. This will bring new opportunities for us for our high pressure common rail fuel injection pipes.

Immediate future plans: We would like to grow. We have recently started a new plant in Pantnagar, Uttarakhand. With this, we will definitely be looking forward to growth. Our long-term plan is to start at least another two new plants, which are near the customer. So the strategy is to be near the customer and grow along with them.

VOLVO TRUCKS

"VOLVO TRUCKS IS SHIFTING GEARS AND FOCUSING ON DRIVING CUSTOMER SUCCESS"

Over the last 20 years, through our high-technology innovative products and services solutions, Volvo Trucks has been driving progress in the Indian market. **Dinakar B, SVP-Sales, Marketing & Aftermarket** and **Jonas Nilsson, VP-Market Hub India, Volvo Trucks,** share more...

Opportunities in 2020: We are expecting a market revival in 2020. If the infrastructure projects that are being spoken about take off, this will be an opportunity for high productivity equipment such as ours to serve our customers. Our offerings cater to the niche markets such as heavy irrigation and heavy road construction. And, these segments have been least affected by the 2019 downturn.

Enhancing productivity: 'Dynafleet' is our telematics solution where the truck driving pattern is continuously monitored by the Dynafleet system, which helps in improving the driver competency and the truck operating conditions. This results in improved truck utilisation, minimal idling hours and better fuel efficiency.



(L-R) **Dinakar B and Jonas Nilsson.**

Uptime: At Volvo, we have put a little more behind delivering 'superior uptime' for our customers – a one-of-its-kind concept. The Volvo Uptime Center is a 'digital home for a more profitable transport operation'. Today, Volvo Trucks uses connectivity to prevent unplanned stops and predict service intervals.

Driving customer success: Every day, customers across businesses choose to purchase vehicles and service solutions from us to help them succeed in their business. They trust us to keep our promises and always be there for them. In our case, this means the things that create value for the customer, where availability, quality and cost effectiveness are decisive. We don't work for customer satisfaction, rather we focus on customer success.



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ACE SHOWCASES LATEST PRODUCTS AND TECHNOLOGIES AT EXCON

ACE seeks to capitalise on the growing opportunities with a broader portfolio of products and businesses.

Action Construction Equipment (ACE) unveiled its latest product range and shared vision for the coming year at Excon 2019, as the company completes 25 years of lifting India's growth in January 2020.

Taking forward from the phenomenal rise the company witnessed in FY 2018-19 and optimistic about the proactive policies of the current government, ACE aims to become an industry leader in the construction equipment sector by 2025. The company is also focused on enhancing operational efficiencies and contributing towards sustainability initiatives in the years ahead.

Excon 2019 provided a real on-ground experience for ACE as the company represented and displayed the latest advancements in equipment for the construction sector. At the event, ACE launched its latest range of foundation equipment, the ACE-Sunward rotary piling rigs and NextGen NX-series cranes, including the NX360° full slew-cum-pick-and-carry (15T) crane and NXP-150 pick-and-carry crane-cum-aerial work platform which is hydraulically operated from the top. These NextGen cranes are the latest addition in ACE's product portfolio with the unique distinction of having been manufactured completely in-house by the company. ACE has also filed a patent for the NX-series cranes and expects them to be a game changer in the global pick-and-carry crane segment.

ACE also unveiled its newly introduced higher capacity truck-mounted cranes TM450 and TM550. The recently launched all-new AX 124



Vast product range showcased at ACE stall.

backhoe loader was also on display at the trade show. Targeting markets in the Middle East, South America and Africa, this heavy-duty machine comes with improved hydraulic pumps, and advanced structured loader arms to give higher breakout force while digging or loading materials from heaps or stockpiles, thereby enhancing productivity by 10-15 per cent. Other popular line of equipment including motor graders, tower cranes, tandem rollers, forklifts, crawler cranes and soil compactors also had a prominent presence at the event.

Speaking on the company's participation at Excon, **Sorab Agarwal, Executive Director, ACE**, said, "We are extremely excited to be participating and showcasing ACE's products to a worldwide audience at the Excon 2019. ACE has always been committed towards offering technically advanced and innovative

products to its customers through strong R&D base within the organisation. In line with the company's vision for the year 2020 wherein ACE completes 25 years in the industry, we intend to take forward the government-led 'Make in India' initiative while adhering to the need for environment-friendly equipment simultaneously. Hence, at ACE we have come up with the machines that are highly versatile, productive, and robust. Our new line of products has been especially designed to give a boost to the infrastructure boom in the country along sustainable lines."

Excon 2019 turned out to be an excellent show for ACE as the company witnessed huge footfall, registered high number of customer inquiries and booked good number of orders in all product categories on display at the show.



ATLAS COPCO UNVEILS NEXT GENERATION PRODUCTS AT EXCON 2019

The launch included four compressors and extended light tower range.

With continued focus to power the future with innovative technology, Atlas Copco sets new benchmarks in the portable air compressor segment, with the launch of four forward thinking compressors and extended light tower range.

The XRH 1100 PLUS is a product tailor-made for specialised applications like water well drilling, foundation drilling, coal mining and blast-hole drilling. Key features include: low cost of ownership with a highly efficient screw element design resulting in 11 per cent better fuel efficiency; the exhaust is tucked away in a smart, sleek design to ensure ease of movement during transportation from one drilling site to another.

The XAWS 550 PACE enables the customers to PICK THE PRESSURE with the PACE technology. PACE (Pressure Adjusted through Cognitive Electronics) is the first of its kind technology in the portable air compressor segment where pressure can be set with the XC2003 digital controller in three simple steps.

Key features include: One compressor with wider pressure range from 6 to 15 bar; Highly efficient screw element and PACE technology gives 8 per cent better fuel efficiency; Easy to maintain with new separator design and single side service.

The XAV216 PLUS portable air compressor with four variants in its class is the new technology driver in the 450-600 cfm range of compressors to cover a wide range of applications. Key features include: Higher productivity is achieved with 5 per cent better fuel efficiency with an advanced screw element design engineered to the highest standards in



New products at Atlas Copco stall.

the industry; A more efficient cooling system makes this compressor best-in-class for higher output in mining applications; Further, its new sleek canopy and separator design, single side service and common drainage points ensures ease of service and higher machine running hours.

The XA187 PLUS portable air compressor is an upgraded version of the current XA187 model. Key features include: A new highly efficient screw element which results in improved fuel consumption by 4 per cent; Efficient filtration is managed with a separate air filter for both engine and compressor and a new simple canopy design makes servicing easy; Time spent on maintenance is further reduced due to the radiator and cooler placed side by side for efficient cooling.

With the launch of the HiLight V4+ LED light tower, the light range now extends from 250 W to 350 W. While the HiLight V5+ can illuminate an area of approximately 5,000 sq m, the HiLight V4+ covers an area of

4,000 sq m with an average brightness of 20 lux.

Key features include: first CPCB II compliance for the entire light tower in India; Hardhat® canopy ensures robustness, no rusting and higher resale value; Fuel savings of up to 50 per cent compared to metal halide; and LED lamps are made as per IK08 and IP67 standards.

Tony Van Herbruggen, General Manager, Power Equipment, Atlas Copco India, said, "Four new products launched in this new series of Excon is a testimony of our expertise in compressor technology and our continued focus on innovation. Further, the new extended range of light towers is another important addition to a technologically advanced product portfolio. These latest compressors are Made in India, at our state-of-the-art Chakan facility in Pune supported with strong aftermarket service standards that help customers to enhance productivity, increase machine uptime, and achieve optimal fuel economy." 

GS CALTEX SHOWCASES BS VI PRODUCT PORTFOLIO AT EXCON 2019

GS Caltex launched BS VI compatible engine oils, high-performance hydraulic oils and fully synthetic gear oils.

In the recently concluded Excon 2019, GS Caltex India showcased its futuristic portfolio meeting the BS VI standards which includes BS VI compatible engine oils Kixx HDX Euro CK-4 15W-40, extra long life high-performance hydraulic oil Kixx HVL range and high performance fully synthetic gear oil Kixx GearSyn GL-5 75W-90.

Research and development is the core strength of GS Caltex in developing product competitiveness for lubricants and polymers. GSC R&D facility located near Seoul in South Korea which has developed many award-winning lubricants to forge partnerships with major global OEMs has now come up with these latest offering for the construction and mining industry.

Rajesh Nagar, CEO and Managing Director, GS Caltex India and **Ungsok Yang, Manager, GS Caltex Corporation Global Sales**, unveiled the new products during Excon 2019. **Madhu Mohan, General Manager-Marketing, GS Caltex India**, was also present during the launch.

On the occasion, **Jayanta Ray, General Manager – Industrial and OEM, GS Caltex India**, shared the benefits of the newly launched products that will further strengthen the robust portfolio of the organisation. **BS VI compatible engine oil Kixx HDX Euro CK-4 15W-40:** This is a high-performance heavy-duty premium quality engine oil which exceeds industry and engine manufacturers' performance requirements and specially developed for BS VI engines. It is formulated using advanced additive technology to provide outstanding protection for on- and off-highway applications, including GHG 17 and



At the product launch (L-R): Madhu Mohan, Ungsok Yang, Rajesh Nagar, and Jayanta Ray.

EPA 2010 compliant engines of on-highway diesel vehicles using ultra low sulphur diesel (ULSD), as well as 2014 compliant engines for off-highway diesel vehicles. It meets API CK-4 heavy-duty engine oil specifically formulated for 2017 greenhouse gas (GHG 17) compliant diesel engines designed to meet lower CO2 emissions and improved fuel economy, in addition to EPA 2010 compliant low emission diesel engines with selective catalytic reduction (SCR), diesel particulate filter (DPF) and exhaust gas recirculation (EGR) systems. It is fully compatible with previous engine models and previous API oil service categories like API CJ-4, CI-4 Plus, CI-4 and CH-4.

Extra long life high performance hydraulic oil Kixx HVL range: With most conventional hydraulic oils, equipment run less efficiently; cycle times are longer; and energy is lost. Conventional fluids force the user to deal with shorter oil life. Kixx HVL long life hydraulic oil is engineered so that it can make the equipment more responsive and operates faster and efficiently. Its formulation helps prevent varnish deposits that can bog down the hydraulic system. This premium hydraulic oil holds up under higher

pressure, and much longer than conventional oils. With premium hydraulic fluids, the user can gain improved performance while maximising productivity and fuel efficiency (actual productivity and fuel efficiency will vary depending on equipment type, load and other operating conditions).

High performance fully synthetic gear oil: Kixx GearSyn GL-5 75W-90 is a high-performance synthetic heavy-duty gear oil suitable for use in heavy-duty driven axles and differentials. It is designed for long-drain capability and formulated with a combination of synthetic base oils (poly alpha olefin) and high-performance additives. High viscosity index and good low temperature fluidity help contribute to component protection across a wide temperature range.

On the inaugural day of Excon, GS Caltex India received a prestigious award as one of the most innovative parts suppliers – lubricants category partner for construction equipment industry for developing and successfully implementing long drain hydraulic oils with 5,000 hours oil drain interval in Indian conditions.



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JCB INDIA LAUNCHES INTELLIGENT PRODUCTS AND TECHNOLOGIES

The new products offer enhanced fuel efficiency, variable performance capacity, and smart machine management through LiveLink.

JCB India showcased a wide range of new, smart, technology-driven machines at the Excon 2019 in Bengaluru. On the back of Excon's theme 'Smart i-tech India @75', JCB India showcased its strong focus on digitisation and innovation. The company leveraged the integration of Big Data and Internet of Things in its products and services at the event.

Subir Kumar Chowdhury, Managing Director and CEO, JCB India said, "We are, as always, delighted to be a part of Excon, South Asia's largest construction equipment exhibition. We have launched our range of intelligent products and technologies at this five-day event."

The 3DX ecoXpert, powered with JCB 'IntelliPerformance', is the all new smart backhoe which saves up to 12 per cent more fuel and reduces operational cost by 22 per cent. The machine comes with 30 new features like smooth gear shift, new ergonomic seat, LED lights, etc, and is also equipped with 'IntelliDig' technology that gives operators real time indication on the depth and reach.

The new Quarry Master range of excavators introduced includes models ranging from JCB 140QM to 380QM. These include the 14T, 21.5T, 22.5T and the 38T machines. They come with three power modes - Eco, Power and Power+ for a variety of excavation capacity requirements, with up to 32 per cent fuel saving in the Eco mode. This advanced machine range has a robust X-type frame and is designed for arduous quarry applications.

The JCB 225QM has an increased productivity of up to 7 per cent and has eight power modes, thus giving the operator flexibility to work in a variety of applications.



Launch of 3D X ecoXpert backhoe loader at Excon 2019.

JCB NXT range of excavators, designed around high productivity, comes with 10 working modes and an increased efficiency of up to 32 per cent in the Eco mode. The NXT series stands for fuel efficiency and 'IntelliControl', a LiveLink enabled solution that gives critical information about the operations of the equipment remotely. JCB NXT 245 HDLR, a model from the JCB NXT range, can dig depth up to 40 ft and reach up to 51 ft. Equipped with CRDI technology and JCB ecoHydraulics, the model stands out as an extremely fuel efficient one. Furthermore, its strong X-type frame coupled with pre-installed hose burst check valve for boom and arm make the model one of the robust and safest excavator models.

JCB also launched their all new global design of its telehandler range in India, the new side engine machines are designed to give the operator greater on site visibility thus aiding safety on the site. It introduced the 540-70, 530-70, 530-110, 540-170 and 540-180, with a reach of 7m-18m and a lifting capacity of 3T-4T. It has a wide range of attachments (over 40)

available for specific application needs across more than 20 industries. Its best-in-class visibility coupled with comfortable AC cabin make the model an operator's machine of choice.

JCB also showcased the range of smart mini excavators in the 3T to 6T category with models - 30 plus, 50z, 51R and 55z. The 50z and the 55z come with Zero Tail swing design for high performance and versatility in confined spaces. These models have a wide range of attachments like soil drill, rock breaker, etc, and give operators the option of customised mode selection - light, eco, heavy and heavy+, depending on the work purpose.

JCB skid steer loaders (model I35 and I55) have best-in-class performance and fuel efficiency. With more than 25 attachments for different industrial jobs, an increase in fuel efficiency of up to 5 per cent with SSL 135 and up to 10 per cent with SSL 155, improved safety through 270-degree visibility, 46 per cent bigger cabin spaces, the machines are best suited for enhanced productivity, comfort and safety.



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CASE INDIA LAUNCHES NEW EXCAVATOR



CASE Construction Equipment unveiled the long-awaited crawler excavator CX220C to its product portfolio at the Excon 2019. This excavator will now be manufactured at the brand's plant in Pithampur and available in the Indian market from April 2020 onwards.

The CASE CX220C is specially designed for tough applications, according to the company. The machine is equipped with an FPT Industrial engine to ensure high

productivity with low fuel consumption and is highly suitable for stone quarry, road works, general construction and earthwork. With the launch of this new product, the brand has become a full liner in India, further strengthening its leading position in the country's construction industry.

Commenting on the occasion, **Raunak Varma, Country Manager, CNH Industrial India**

said, "CASE India embarks on a new journey with the launch of a locally-manufactured excavator. India is one of the biggest construction equipment markets and one of the fastest growing economies in the world. It is a key part of our growth strategy. The Indian portfolio is now at par with our global portfolio and we are glad to extend the same global services in India."

The CX220C excavator has an operating weight of 22 tonne and is equipped with an FPT 6-cylinder fuel-efficient electronically controlled engine. It develops a gross power of 117 kW (157 hp) and peak torque of 622 Nm at 1,800 rpm. The new generation FPT engine is developed by CASE's sister brand FPT Industrial. Additionally, the excavator comes with five energy saving controls and ECO.

CATERPILLAR UNVEILS NEXT-GENERATION MOTOR GRADER AT EXCON

Caterpillar announced the launch of its new product for the Indian region at Excon 2019. With the introduction of the new Next Gen Cat® 120 motor grader, Caterpillar aims to deepen its presence in the infrastructure, mining and energy sectors in India with innovative and cutting-edge technology.

Customers can expect increased productivity with an improved operator environment, better fuel efficiency and more reliability from the new range of Cat motor graders, according to the company. The Next Gen Cat 120 motor grader is engineered with customer preferences in mind and offers the ability to tailor the

machine to required applications.

"We have more than 40 Cat 120K2 motor graders in our equipment fleet. These machines have been reliable partners in several road projects for more than 10 years. We really appreciate the reliability, durability and performance of these machines and look forward to the newly launched Next Gen Cat 120 motor grader adding value to our business," said **Amit Singh, Director, Apco Infratech**, one of the longstanding customers of Caterpillar in India.

"At Excon 2019, we are launching the Next Gen Cat 120 motor grader to expand our presence in India and serve our



customers to help them make more profits. Our decision to launch new products to our existing segments demonstrates our commitment to contribute to the India growth story," said **Gurman Reen, Global Construction & Infrastructure Division Sales & Marketing Director, Caterpillar**.

GATES' NEW HYDRAULIC HOSE LINE



Gates has launched the MXG 4K in India, the next generation of premium hydraulics, offering a highly flexible, light weight and compact design for first fit, industrial and automotive replacement markets.

Gates is redefining high-pressure hydraulic performance with the introduction of the MegaSys™ MXG™ 4K hydraulic

hose. Qualified to one million impulse cycles, this highly differentiated hose is a lightweight, compact, highly flexible drop-in replacement for conventional spiral hoses. Gates XtraTuff™ Plus cover, a standard upgrade on MXG 4K, offers improved abrasion and ozone resistance, providing

improved durability when powering the most demanding fluid power applications.

"MXG 4K combines our newest materials with Gates' advanced processing technologies to create yet another product that stands out in the market," said **Mike Haen, Vice President, Global Product Line Management**. "Our customers' applications

require a lighter weight, more flexible, compact hose; so we tasked our engineers to design a new class of premium hydraulics to exceed the performance typically achieved with wire spiral constructions, but with the lower weight and flexibility driven by Gates next generation wire-braid technology – and they delivered. MXG 4K is truly an industry breakthrough."

"Truly a multi-use hose, MXG 4K serves smaller and more congested hydraulic systems, helping to improve assembly line speeds and achieve tight routings, while delivering additional abrasion resistance and ozone protection," said **Cindy Cookson, Director of Global Product Line Management for Hydraulics**.

ELGI EQUIPMENTS LAUNCHES PORTABLE AIR COMPRESSORS

Elgi Equipments launched its future-ready, energy-efficient range of electric and diesel portable air compressors at Excon 2019. The central launches at the ELGi stand, this year, were the energy-efficient, electric powered trolley-mounted portable air compressor, the PG 90E -12.5 and the diesel powered trolley-mounted portable air compressor, the PG 500-185.

Also on display were the diesel powered trolley-mounted portable air compressors, the PG 450 – 200 and the electric powered trolley-mounted portable air compressors, the PG 22E, PG 75E and PG 45E. With superior technology, these rugged and reliable air compressors are energy-efficient while delivering

customer-centric benefits of low operating costs, stability, increased operational life, low maintenance costs and ease of use. The IE3 motors integrated with proprietary eta-V profile airends, suitable for dusty environments, ensure every ELGi electric powered portable air compressor demonstrates a high level of productivity. ELGi's portable compressors have found extensive usage across a diverse range of applications that include construction, marble mining, granite mining and blue metal quarries.

Speaking at Excon 2019, **Ramesh Ponnuswami, Executive Director**,



Elgi Equipments said, "At ELGi, we focus on developing customer-centric compressed air solutions to address their needs. Our diesel and electric powered portable air compressors redefine maintenance costs, energy-efficiency and productivity across the industry. We're delighted to be showcasing our range of portable air compressors at Excon 2019 and we look forward to a great exhibition this year."

LEEBOY INDIA LAUNCHES COMPACT MOTOR GRADER

LeeBoy India Construction Equipment has launched their new series compact motor graders for India and other overseas developing markets. The new compact model LeeBoy motor grader 585 is fitted with a 10-ft moldboard and powered by 110 BHP engine developing 380 Nm torque. This compact grader is designed to perform all functions in normal case by any other bigger grader is supposed to deliver, with high level of grading accuracy. LeeBoy 585 graders have advance design features viz, heavy duty tandem axle, front axle leaning and oscillations, articulated frame structure, ZF power shift transmission, variable flow load

sensing hydraulic system etc, compared to other similar capacity models available now in India.

"This compact grader is fully designed in India by our engineers, taking into account of the requirements of the small graders in India. This augurs well with the 'Make in India' initiatives promoted by the Government of India," said **K Sunil Kumar, President, LeeBoy India.**

The compact design of the grader is highly suitable for small to medium road projects in villages and cities and also makes them most preferred choice of contractors for road projects like



the Pradhan Mantri Gram Sadak Yojana (PMGSY). As highlighted by **Hatim Shabbir, Director, LeeBoy India,** "LeeBoy 585 offers 20 per cent more productivity and 10 per cent lower fuel consumption, compared to the similar range of products currently available in Indian market."

With the addition of 585 model in the product range, LeeBoy India has the unique capacity to manufacture graders from 110 hp to 280 hp in India.

DOOSAN LAUNCHES VOLVO PENTA-POWERED AIR COMPRESSORS

At the recently concluded Excon 2019, Doosan Bobcat India unveiled two new air compressors powered by Volvo Penta engines. These new air compressors are benefitting from fuel efficiency, productivity, reliability, long service intervals as well as reduced noise and vibrations with the use of Volvo Penta engines. The Doosan compressors will be used in a range of demanding applications, such as well drilling and mining.

A 13-litre, 536 hp Volvo Penta D13 diesel engine is providing power to Doosan Bobcat India's new PA536ATC air compressor, and an 8-litre, 320 hp Volvo Penta D8 diesel engine has been installed in its SHP750 air compressor.

"We are happy to be supplying engines to Doosan Bobcat India," said **Miron Thoms, Vice President and Head, Volvo Penta India.** "We were confident that our engines would be successful in air compressor applications and also offer real added value to the customer. With good fuel efficiency and careful engine management, the introduction of Volvo Penta engines into this market will also contribute to a greener India."

"The field tests demonstrated that customers will benefit from the use of Doosan's efficient air ends and cooling system, compact packaging for plug and play mounting. We have also



extended service intervals and consumable renewals, which mean lower maintenance costs and higher uptime. The programmed electronic controller ensures that there is no manual interference in the compressor operation, making this a strong value proposition to the customer," said **BS Srinivas, Director - Portable Power, Doosan Bobcat India.**

EATON LAUNCHES 4 HYDRAULIC PRODUCTS



Eaton also announced the introduction of four new hydraulic products for the Indian market – X70 closed circuit piston and plug in motor, steering unit 5SQ, Eaton spiral hose EC640 and cast iron piston motor 743XX. The new products introduced provide customers and end users with robust, reliable and efficient power management for applications that demand higher

pressure and operate under arduous conditions, according to the company.

Commenting on Eaton's participation at Excon 2019, **Shandar Alam, Managing Director, Vehicle and Hydraulics – India,** Eaton said, "Excon is

one of the largest congregations for players from the construction equipment and construction technology industry in India. Platforms like these are instrumental in enabling businesses to explore the latest product and technology trends in the industry. This year, our participation here exhibits Eaton's commitment to deliver robust, reliable and efficient solutions for

the construction segment."

Eaton also showcased a diverse range of products for construction segment, which included all piston product portfolios, the various electro-hydraulic products such as the HFX range of electronic controllers and VFX display, along with state-of-the-art CMA valves. In addition to its wide range of hydraulic products for backhoe loaders, skid steer loaders, compactors, scrapers, dozers, concrete mixers, boom pumps, wheel loaders, commercial vehicles, cranes, mining equipment, the company also showcased solutions for excavator application, which include the main pump, swing motors, track drive motors as well as hydraulic remote controls.

HYUNDAI LAUNCHES NEW EXCAVATORS

Hyundai Construction Equipment (HCE) India has launched five new excavators and forklift at Excon 2019. The newly launched equipment will cater to the emerging demands of the customers. The company launched R30Z-9AK, 85A SMART, 130 SMART, HX220L and HX360L in the excavator range. It also launched a range of Li-Ion powered forklifts on the occasion.

HX360L is HCE India's next generation offering in the premium excavator segment. Targeted at the mining and quarrying segment including granite and marble block handling, HX 360 comes with heavy-duty structure as well as premium operator cabin and console. It is equipped with best-in-class safety features.

The HX 220L has heavy-duty structure as well as best in

operator comfort and cabin ergonomics. The model is targeted at heavy duty applications like quarrying and tough construction worksites.

R30Z-9AK is Hyundai's second offering in the mini excavator segment. This 3-tonne excavator has been launched to address the needs in agriculture, general construction and urban civil work including canal cleaning and trenching, among others.

The 130 SMART product, an upgrade from HCE India, comes with improved fuel efficiency and enhanced operator comfort. It also features higher productivity, fuel efficiency, rigid structure for durability and reliability and safety features.



The 85A SMART, a product upgrade by Hyundai boasts of higher productivity, reliability and advanced aesthetics. The machine is widely used in applications like general construction, civil work and brickfields.

The new forklift series 25/30/35B-7A equipped with Li-Ion battery ranges from 2.5 T to 3.5 T capacity with lift height of up to 6 m.

L&T LAUNCHES NEW KOMATSU HYDRAULIC EXCAVATOR

At Excon 2019, Larsen & Toubro launched the all-new Komatsu PC210LC-10M0 hydraulic excavator. This machine is 20 per cent more productive and 20 per cent more fuel efficient vis-à-vis PC210LC-8M0. The new machine was launched jointly by Masaaki Kamizono, Managing Director, Komatsu India and Arvind K Garg, Executive Vice-President and Head, L&T Construction and Mining Machinery at L&T pavilion.

The PC210LC-10M0 excavator is developed specially for the Indian market. Designed to perform in the most demanding work conditions, it offers unmatched reliability, durability and versatility in a wide range of applications. The machine is manufactured by Komatsu India at its state-of-the-art plant in Oragadam-Chennai, marketed and supported by L&T through nationwide network of dealerships and service centres.

Important features of PC210LC-10M0 include: 12 per cent more engine power and superior forces, bigger capacity buckets, higher lifting capacity, re-engineered hydraulics, smart engine-pump control system, 15 per cent higher travelling power, ROPS compliant, safe and comfortable cabin and latest Komtrax system.

Reinforced boom with cast-end fittings and bush-type turret mounting make the structure reliable. Increased operating weight and strengthened structures have enabled PC210LC-10M0 offer bigger buckets and higher lifting capacities. Improved design revolving frame and swing circle lend the machine superior stability and durability. Smart engine and pump control system in this excavator handles complex functions effortlessly.

Safety and comfort are given top priority in the



all-new PC210-10M0. Operators will have a safer, comfortable and higher productive time in the spacious, low noise and low vibration cabin. In addition, the weight adjustable suspension seat with pressurized cab and automatic air-conditioning makes it the most comfortable cabin. Multiple operating modes make the machine an attractive option.

The new excavator has been configured to connect seamlessly with attachments such as rock breakers, quick coupler and crusher bucket. It is designed to deliver the right force and productivity at the most optimum fuel consumption across user segments. Komatsu PC210-10M0 comes in variants of Standard, LC, Quarry and Granite configurations.

MAHINDRA DISPLAYS BLAZO X TIPPER RANGE

Mahindra Truck and Bus displayed its range of tippers at the Excon 2019. These tippers are best suited for construction related applications. Speaking on the occasion, **Vinod Sahay, CEO, Mahindra Truck and Bus and Construction Equipment Division, Mahindra & Mahindra** said "At Mahindra Truck and Bus (MTB), customer centricity and continuous product innovation have been at the core of our business. Construction is an intense, time-consuming process. Ensuring that our vehicles

operate continually for nearly 18 to 20 hours per day is the key to the profitability of our customers."

Sahay further added, "Given this insight, the Mahindra BLAZO X tippers are designed for higher levels of utilisation. Not only that, the BLAZO X 28T tipper comes with guaranteed higher mileage, highest pulling power, rugged aggregates, lowest maintenance and best-in-class cabin. With competitive product superiority, mileage guarantee and a 96 per cent uptime guarantee, the BLAZO X

28 tipper is a game-changing offering."

The BLAZO X range of tippers comes with Mahindra's patented Fuel Smart Technology featuring switches that help choose the power delivery to suit the operating terrain and load conditions. With this technology, MTB is eliminating the need for maintaining different kinds of vehicles for different needs.

Along with this comprehensive offering, the BLAZO X tipper comes with a next-gen, cutting-edge, fleet telematics solution - Mahindra iMAXX, offering fleet operators many smart features, which makes their business even more profitable and tension-free by providing real-time information of the enroute vehicles. Some of the features of this system include – predictive vehicle health monitoring, fuel theft prevention and Ad Blue consumption monitoring, driver behaviour monitoring, operation reports automation, and location tracking, among other features.



PUTZMEISTER AND SANY SHOWCASE CONCRETE SOLUTIONS AT EXCON



Putzmeister and Sany Concrete Solutions delighted customers and visitors at Excon 2019 with an expanded product range, live demos and the iconic Elephant Nights. The companies recently announced that the concrete sales and service teams were being brought together to offer customers an expanded and complimentary range of products, a wider service and spares network and one face for both brands. This was the first major event where customers got to witness this in action. The Putzmeister Sany Concrete Solutions launched three new products at the stall during the event.

Batching plant MT 0.35: With an output capacity of 20 cu m/hr, this Putzmeister/Sany batching plant will cater a customer segment not addressed by either brand in the past. Designed and produced at the Putzmeister factory in Goa, the compact plant brings the answer to current and future customer requirements.

Sany SYG5180THB300C-8: Sany expanded its truck-mounted concrete pump product range with the introduction of SYG5180THB300C-8. This is the only four-arm boom pumps in India offering a reach of 30 m on a two-axle truck.

Putzmeister BSF 47 - 5: Putzmeister introduced a new 47 m state-of-the-art truck-mounted boom pump – BSF 47-5 including the latest technology features Putzmeister has to offer. The 47-5 is the

biggest on the road in India and requires only a four-axle truck.

Live mechanised plastering demos: Putzmeister conducted live demos to showcase the benefits of mechanisation in plastering. Customers were able to see sand-cement and gypsum plastering being done with the Putzmeister MP 25 and in the traditional method side by side real time. The demos successfully established that mechanisation is the way forward for the industry.

Advanced fleet management with Putzmeister Machine Cockpit: Putzmeister has rolled out advanced fleet management capabilities with Putzmeister Machine Cockpit to its range of concrete

pumps. Customers were given a live demo of its various features including real time information on the status of pumps at the jobsite, critical status alerts, remote diagnosis capability to identify faults and implement appropriate measures, key figures for delivery rate, machine use and fuel consumption, alerts when machines are on the move and reminders for maintenance.

Gulf PM premium grease: Putzmeister introduced the new Gulf PM premium grease. Developed in partnership with Gulf Oil, this exclusively co-branded blue grease will help power Putzmeister automatic greasing systems in its range of concrete pumps.

SCHWING STETTER LAUNCHES 22 PRODUCTS AT EXCON

Schwing Stetter India unveiled 22 new products at the Excon 2019 in Bengaluru. With this new product line up, Schwing Stetter India aims to position itself as one of the most prominent infrastructure equipment partner in the country and an active participant across all government projects to be announced.

Schwing Stetter India also showcased Internet of Things (IoT) solutions of Schwing IoT In, Schwing IoT Ready, Schwing IoT Able, Schwing dashboard for batching plants, Schwing Stetter India gateway device, hi-tech weighing system, Schwing Smartrack and Stetter concrete transit mixer with mobile app. These solutions are in line with the theme of Excon 2019 being intelligent, interconnected, innovation, infrastructure and internet.

Schwing Stetter India displayed these new products at Excon 2019 along with existing product innovations of SSI, XCMG, GOMACO and Rubble Master HMH products with a grand total of 46 products.

Speaking on the occasion,



VG Sakthikumar, Managing Director, Schwing Stetter India said, "Schwing Stetter India is extremely delighted to be a part of Excon 2019. We have been an exhibitor since 2000. We believe our participation in such a reputable platform will do much to bolster our standing as one of India's leading concreting and construction equipment manufacturers to be reckoned with. This year, we have unveiled

22 innovative machines which are revolutionary and aimed at both maximising efficiency and boosting customer profitability. These machines will be primarily operated in key infrastructure and transportation projects effectively contributing to the growth of the construction equipment sector. The response to our display is overwhelming and that is a matter of great satisfaction for us as a company."



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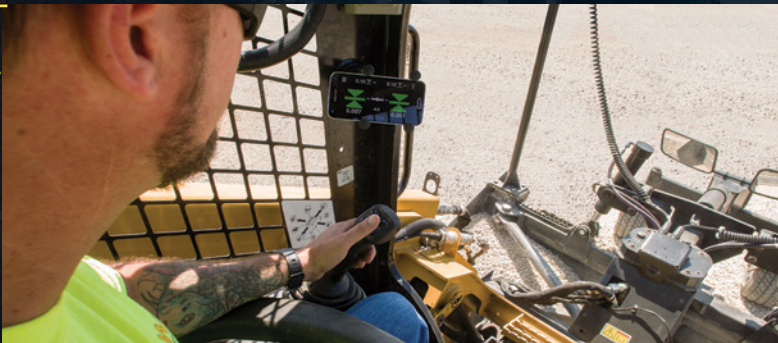
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GAINING MOMENTUM

Tipper market is expected to bounce back in the coming years with the demand picking up steadily in road construction and mining.



an increase in the mining activities will further boost the tipper industry.”

Meeting emission regulations

In April 2020, the tipper trucks and commercial vehicles are going to be upgraded to BS VI compliant. According to Kaul, post the implementation of BS VI norms, the vehicular pollution across the country will drastically reduce, however the migration to BS VI is a huge challenge for all the players across the auto industry. “The time within which India has moved from BS IV to BS VI is among the fastest across the world. Also, BS VI technology is relatively more expensive. But it is just the initial phase and we expect things to settle down in the coming months,” he adds.

Market outlook

Starting October 2019, there is a revival visible in the construction and infrastructure segments with more road projects taking off. Mining is expected to see more actions with more allocation of coal mines and allowing foreign players enter commercial coal mining.

“We are expecting a market revival in 2020. If the infrastructure projects that are being spoken about take off, this will be an opportunity for high productivity equipment such as ours to serve our customers. Our offerings cater to the niche markets such as heavy irrigation and heavy road construction,” says **Dinakar B, Senior Vice President-Sales, Marketing & Aftermarket, Volvo Trucks India.**

Need for more better infrastructure and requirement of coal, iron ore and other minerals, the construction and mining market is expected to gain traction in future, opening new avenues of growth for tipper trucks.



Construction and mining, the two major demand drivers of tipper trucks market have been slow in the past one year after a spurting growth in the previous years. The recent months however have brought back some hope to the industry as construction and infrastructure development activities are picking up slowly. Going forward, the overall market is expected to gather momentum. However, the new emission regulation to be implemented in 2020 is challenging for the sector in terms of new technology adoption and cost.

Market scenario

According to **Rajesh Kaul, Vice-President, Marketing and Sales, Commercial Vehicles, Tata Motors,** the financial year 2019-20 (April-November) has seen a drop of 45 per cent at around 30,500 units compared to the same period last year. However there is a positive market trend

starting this quarter. “Third quarter (Q3) has given some green shoots with demand picking up in road construction, RMC and mining segments. Q3 has seen an increase in enquires and we are optimistic of seeing an increase in demand for tippers in the remaining period this fiscal. Pre-buying on account of BS VI implementation and replacement of old vehicles will boost the demand in the last quarter of this fiscal,” Kaul observes.

Demand drivers

The primary demand drivers of tipper trucks are aggregate mining and surface transport. The construction market is picking up with roads and highways leading the trend. This will drive the demand for aggregate transportation and mining activities, which is good for tipper trucks market. Kaul adds, “A restart and expedition of pending projects, as well as renewal of mining licences eventually leading to

"WE EXPECT TO SEE A POSITIVE TURN IN VOLUMES"

Tata Motors has been at the forefront of constantly innovating and defining the market with new technologies and categories. **Rajesh Kaul, Vice-President, Marketing and Sales, Commercial Vehicles, Tata Motors**, elaborates on the company's plans and market outlook.



Rajesh Kaul,
Vice-President, Marketing and Sales,
Commercial Vehicles, Tata Motors

How is the market progressing for tipper trucks?

Medium and heavy commercial tippers (16 tonne GVW and above category) industry (TIV) for the FY 2018-19 registered an unprecedented growth in the demand for tippers, on the back of faster execution of the construction projects. Government spending increased multi-fold on infrastructure and road development projects.

As compared to last year same period (April-November) of this fiscal FY 2019-20 has seen a drop of 45 per cent. For the period April 2019 to November 2019, the tipper industry stood at around 30,500 units.

There has been a slowdown in first few months of this fiscal due to the tightening of the liquidity policy, elections and the general slowdown in the global economy. Slowdown continued through the monsoon months because of slow progress of construction and infrastructure

projects. Third quarter (Q3) has given some green shoots with demand picking up in road construction, RMC and mining segments. Q3 has seen an increase in enquires and we are optimistic of seeing an increase in demand for tippers in the remaining period this fiscal. Pre-buying on account of BS VI implementation and replacement of old vehicles will boost the demand in the last quarter of this fiscal.

What are the key demand drivers of tippers?

The requirement of tippers for the industry comes from primarily two applications, aggregate mining and surface transport. Road infrastructure is one of the key focus areas for the Indian Government as the roads carry more than 60 per cent of all goods and 85 per cent of the total passenger traffic. The road construction push includes the Bharatmala Pariyojana with a Rs 5.35 trillion investment to construct 34,800 km of roads. In addition, Rs 1.57 trillion will be spent on the construction of 48,877 km of roads by the National Highways Authority of India (NHAI) and the Ministry of Road Transport and Highways. Also, there has been good demand on account of building of smart cities, SEZ projects, irrigation projects and other infrastructure projects across the country. A restart and expedition of pending projects, as well as renewal of mining licences eventually leading to an increase in the mining activities will further boost the tipper industry.

What are the new developments in the market?

The BS VI transition, without doubt, is the most talked about subject today for tipper and commercial vehicle industry. On the feature front, customers wish to have performance-enhancing features, which will add to the safety and provide a better operating efficiency in terms of payloads, carrying strength, fuel efficiency, easy serviceability and lower maintenance costs. With the ongoing focus on fast time-bound project development, OEMs have been working to increase efficiency of trucks and tippers.

OEMs have equipped their trucks with sophisticated features, which were otherwise seen, so far, only in passenger vehicles. We are attracting buyers on fuel efficiency, drivability, safety and comfort. New safety technology such as Electronic Stability Control, Automatic Traction Control and 'Hill Start' aid are being made available that will go a long way in preventing vehicle accidents.

Automatic Traction Control prevents wheel spin during acceleration under different surface conditions, especially slippery surfaces like mines, water and ice. This prevents loss of traction of one or more wheels and further helps increase tyre life by significantly decreasing loss of traction. Similarly, Hill Start Aid prevents roll-back of vehicle during stop-and-go situation on an uphill gradient and helps minimise clutch and brake liner wear. Engine brakes, which have recently been introduced

in some of our tipper models, further improve the braking efficiency in downhill operations.

Digital technology is also being used to increase efficiency and raise the safety bar. For instance, fleet owners can make use of digital technology to better utilise their fleet through trip assignments and tracking of vehicle.

What are the technology trends in tippers?

As the market leader in the commercial vehicle segment, Tata Motors has been at the forefront of constantly innovating and defining the market with new technologies and categories. Tata Motors has conceptualised and engineered a new modular platform across its commercial vehicle range.

Tata Motors has set a benchmark in technology, comfort and safety in the Indian commercial vehicle segment. We launched Tata Fleetman for commercial vehicles in 2013 and today it has more than 1,50,000 connected vehicles across the country. Tata Fleetman brings in the cutting-edge telematics technology and offers remote diagnostics, fuel efficiency tracking, driver behaviour mapping along with location mapping, which helps the fleet owners garner more efficiency and thus offering more economic benefits.

Features such as 'track and trace', 'trip playbacks', 'geo-fencing' in addition to 'driving behaviour monitoring' help immensely in improving operational efficiency. The state-of-the-art technology in Tata Motors commercial vehicles is very well accepted and appreciated by the fleet owners. This technology helps in better upkeep of the vehicles, reduces downtime and allows faster responses to breakdown – that directly translates into higher profit margins for our customers. These technological breakthroughs and offerings are also capable of providing smart recommendations and actionable insights into the customer's fleet

operations. Our connected vehicle technology also leverages the nationwide reach of Tata Motors dealer network to offer its services in all corners of the country.

What are the challenges and opportunities in the upcoming emission regulations?

Post the implementation of BS VI norms, the vehicular pollution across the country will drastically reduce, however the migration to BS VI is a huge challenge for all the players across the auto industry, including Tata Motors. The time within which India has moved from BS IV to BS VI is among the fastest across the world. Also, BS VI technology is relatively more expensive. But it is just the initial phase and we expect things to settle down in the coming months.

Tata Motors is not only adapting its vehicles to pass the more stringent BS VI emission norms, but also transforming its entire range of commercial vehicles to be truly enhanced products in terms of efficiency, reliability, comfort and safety. With regards to BS VI transition readiness, Tata Motors is well on track in the areas of product development, certification, production and field readiness. It will showcase its new, improved and BS VI compliant range at the Auto Expo 2020.

How are you gearing up to the new emission regime?

Tata Motors has invested significantly towards the technology upgrades for meeting the BS VI requirements. Tata Motors received BS VI Type Approval certificate for its 3.8L NA SGI CNG engine from the Automotive Research Association of India (ARAI), becoming the first OEM in India to achieve BS VI certification for a naturally-aspirated CNG engine for commercial vehicles. In the recent past, we have showcased our new-generation BS VI upgradable Diesel Turbomotors engines that offer best-in-class fuel economy, excellent

performance, lower TCO and will be launched across our entire CV range.

For Tata Motors, the migration to BS VI is an opportunity to change our approach beyond emission standards by not only meeting the regulations but also to improve our end customer's business potential and deliver better value resulting in overall consumer satisfaction.

Tata Motors follows a four-pronged approach when it comes to preparing itself for BS VI transition:

- Product readiness, meeting performance targets
- Facility readiness at plants and vendors
- Obsolescence management for finished goods inventory and raw material
- Field personnel training and infrastructure availability

Tata Motors is on track on all the above parameters and will be ready to roll out BS VI products well within the deadline set by the regulatory authority.

How do you look at the future of tipper trucks market?

Tata Motors is optimistic about the future trends in the tipper market and the overall commercial vehicle market. We believe that the worst is already behind us and we expect to see a positive turn in volumes, going forward. A lot also depends on the long term stability and government's thrust on infrastructure. The government is mulling on ways to deal with some financial closures of the HAM road projects already awarded, project over-runs due to issues like land acquisition, rising cumulative order book to revenue ratio of major road construction players, increasing repayment cycles and further need and mode of arranging funds for development works. With a stable and development-oriented government at the Centre, we believe that there will be decent demand for construction vehicles, including



C.A.S.H

SPECIAL FOCUS **OTR Tyres**

Tyre market for off-highway applications is going to revive in the coming years in spite of the current slowdown in the market due to an anticipated pick up in infrastructure developments in future.

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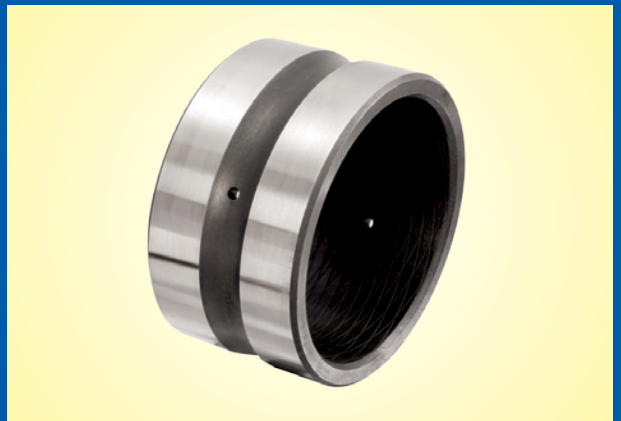
OTR TYRES: ON THE ROAD TO GROWTH

Off-the-road (OTR) tyre market growth is backed by rising spending in construction, mining and agriculture sectors. Tractors and earthmoving equipment are the major demand drivers of OTR tyres. Mining and construction segment accounted for more than half of OTR tyre sales in India in 2017. The Indian OTR tyre market is forecast to reach 14.98 million units by 2023 from 9.71 million units in 2018, exhibiting a CAGR of 9 per cent during 2019-2023, according to TechSci Research. However, will the current slowdown in the market across the equipment segment pull back the growth prospects? There is stagnation in growth visible in the market in the current scenario. However, the market is expected to be back on growth path soon as the off-highway equipment market is going to bounce back from next year onwards from the current slowdown. Our country is still in need of better infrastructure in roads, railways, ports, airports, urban infrastructure and rural development. Mining needs to pick up in coal, iron ore and other essential minerals, to meet the requirements of power, steel and other commodities. Agriculture sector is growing, but needs to pick up the growth momentum with more mechanisation. OTR tyres see major growth avenues in these segments in meeting the OEM and after-market requirements.

Today, all the major tyre manufacturers who were focusing on passenger and commercial vehicle tyres have started giving importance to OTR segment also. This has escalated competition among the players, leading to the introduction of technologically superior products from various players. Indian OTR segment is largely driven by bias tyres, but radialisation is picking up slowly. Tyre manufacturers are trying to educate the customers about the importance of using radial tyres in harsh application segments in construction and mining sites. Radial tyres offer better return on investment considering their life in rigorous applications. For better productivity in mining and construction sites, radials play an important role. The Focus on OTR tyres elaborates on the market trends in the sector.



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NORD Drivesystems expands Pune facility

Nord Drivesystems announced the expansion of its current facility at Hinjewadi, Pune. The expanded facility was inaugurated by **Vikram Kumar (IAS), Metropolitan Commissioner, Pune Metropolitan Regional Development Authority (PMRDA)**. Also present at the occasion were **Jutta Humbert, Managing Partner, NORD Drivesystems Group**, and **PL Muthusekhar, Managing Director, NORD Drivesystems India** amongst other dignitaries.

The new facility has an installed capacity of 42,000 geared motors per annum plus a 22,000 electrical motor assembly with a utilisation factor between 75 to 80 per cent. These requirements are served through two of NORD production plants, one in Hinjewadi MIDC Phase II started in November 2007 and the second facility in Hinjewadi MIDC phase I which was established in October 2017.

Considering the consistently growing Indian market and NORD



India consolidating its presence further, the management has taken a decision to further increase its production capacity especially for the large gearboxes and Industrial Gearbox Units (IGU).

The newly acquired plant expansion is just adjacent to its existing NORD Drivesystems plant with a connecting road in between. It is spread on an area measuring 7,211 sq m whilst the building area is 3,213 sq m. This will be NORD India's third facility in a row. NORD India plans to use this new available space for the production of the large gearbox assemblies whose demand is continuously increasing in the domestic market.

Cummins India wins award at Excon



At the Excon 2019, Cummins India was felicitated with the 'Excon Women Building India Awards-Inclusive Workplace-Equal Opportunity AWARD' by the hands of Union Minister for Road, Transport & Highways and Micro, Small and Medium Enterprises (MSME), Nitin Gadkari and Karnataka Chief Minister BS Yediyurappa.

Cummins India was recognised for its leadership and deep commitment towards diversity and inclusion at workplace. Challenging the impossible

and breaking the frontiers of gender inequality, Cummins innovated, included and initiated every potential measure for impactful investments that have promoted the participation of women at all levels in their workforce. Cummins not only promoted gender balanced leadership within the

organisation from Talent Visibility to Talent Development, but also ensures to create a stronger community.

Cummins today has 33 per cent women in their workforce. A remarkable 42 per cent women are in leadership roles and an 88 per cent utilisation of onsite crèches. Beyond developing gender neutral policies and guidelines, Cummins has ergonomically designed workstations that enable women to participate in all the shifts on the shop floor.

Shell future ready solutions at Excon

Shell Lubricants showcased its flagship products and key services at the 10th edition of Excon 2019. The lubricants major presented many of its flagship products in its Tellus, Rimula, Spirax and Gadus ranges including a special showcase of its premium energy efficient lubricants, namely the Shell Tellus S4, Rimula R5, Spirax S6, and Gadus S3.



The Shell booth was inaugurated by VG Sakthikumar, Managing Director, Schwing Stetter India, who also lauded the company's pioneering work in the construction equipment and technology industry.

Shell's newly launched range of B2B services has drawn attention of visitors. The B2B services on display by Shell included Machine Max, Lubricants Management Programme and LubeMaster. These were also accompanied by a display and live demonstration of Shell LubeVideoCheck, a non-invasive imaging technology capable of performing component analysis which would normally only be achieved by dismantling machinery; and Shell Lube Analyst Lite, which helps construction companies avail real-time, on-site analysis and reporting.

On the occasion, **Praveen Nagpal, Chief Technology Officer, Shell Lubricants India** said, "Shell Lubricants firmly believes in driving growth by providing exceptional assistance to our partner OEMs and end consumers. We are proud to be setting benchmarks for quality and technological innovation and are committed to providing bespoke solutions to our consumers."





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FOR SUBSCRIPTION

ON REVIVAL PATH

In spite of the current slowdown, tyre market for off-highway applications is going to revive in the coming years due to an anticipated pick up in infrastructure developments in future.



Off-the-road (OTR) tyre market growth is backed by rising spending in construction, mining and agriculture sectors. Tractors and earthmoving equipment are the major demand drivers of OTR tyres. Mining and construction segment accounted for more than half of OTR tyre sales in India in 2017.

Current market scenario

The Indian OTR tyre market is forecast to reach 14.98 million units by 2023 from 9.71 million units in 2018, exhibiting a CAGR of 9 per cent during 2019-2023, according to TechSci Research. However, will the current slowdown in the market across the equipment segment pull back the growth prospects? There is stagnation in growth visible in the market in the current scenario.

However, the market is expected to be back on growth path soon as the off-highway equipment market is going to bounce back from next year onwards from the current slowdown.



Says Ashok P Chhajjer, General Manager-OE Sales, BKT, "Compared to 2018, there was a slowdown in 2019 in the bottom line. Segment-wise, it was a mixed trend with some segments having negative impact while some others positive. Overall, the tyre market was a bit down last year. These ups and downs are part of any business and one has to be prepared to face such situations, accept the challenges, manage them and come out of these difficult conditions. These market conditions are cyclical."

Chhajjer however sees some positive vibes in the market as he elaborates, "From October 2019, we could see some positive trends in the market. November also continued promising and December has seen projects taking off. We hope the first quarter of 2020 will continue with improved performance, meanwhile in the Budget 2020-21, we hope the government to announce good number of projects, clear the pending projects early, and ease out the fund flow in the market."

Demand trend

According to the existing market dynamics, the demand for tyres is almost 50:50 from OEM and after market. However, recently the demand has gone down in line with the slowdown in the market.

Chhajjer observes, "A lot is happening in coal mining as a number of coal blocks have been allocated. We are sure that excavation will start soon in these blocks and there will be demand for equipment and allied products. Globally also we see coal mining on a continued growth in future due to demand for coal. Iron ore mining trend will depend on the consumption of steel in the country

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which may fluctuate in the current scenario. The market will be better in 2020 compared to 2019. We are optimistic on agriculture market as we had a good monsoon this year. Farmers are going to invest more in the coming season and this will push the sales of tractor tyres too. We also see some demand from after-market for tyres."

Radials vs bias

Globally, radialisation is at an advanced stage, while in India the trend is yet to pick up. Indian OTR segment is largely driven by bias tyres, while radialisation is picking up slowly. Tyre manufacturers are trying to educate the customers about the importance of using radial tyres in harsh applications in construction and mining sites. Radial tyres offer better return on investment considering their longer life in rigorous applications. For better productivity in mining and construction sites, radials play an important role.

There are opportunities and challenges for radialisation in India. Chhajjer elaborates, "In the concept of radialisation, we are finding it difficult to convince the customers to switchover from bias to radial. Our entire focus is on radialisation as it is the future."

He adds, "We as a global player in off-highway tyres are very advanced in radial tyres, though Indian market is still to pick up in radialisation. So, there is an opportunity in India for more radial tyres by creating awareness



"THE MARKET WILL BE BETTER IN 2020 COMPARED TO 2019."

- Ashok P Chhajjer
General Manager-OE Sales, BKT

among customers about the advantages of using radial tyres in mining and other severe application areas."

Manufacturers gear up

Today, all the major tyre manufacturers who were focusing on passenger and commercial vehicle tyres have started giving importance to OTR segment also. This has escalated competition among the players, leading to the introduction of technologically superior products from various players. Chhajjer says, "Our long term goal is to gain 10 per cent market share in global OTR tyre market. Currently, we have around 5 per cent market share globally and we are working towards achieving 10 per cent market share in the next few years."

According to Chhajjer, BKT offers wide range of SKUs in more than 2,700

varying from 5" rim diameter to 57" rim diameter viz bias, radial, all-steel radial and solid tyres for applications in dumpers, graders, trailers, forklifts to the technologically advanced machines like high horsepower tractors, combines, harvesters, GPS controlled vehicles, articulated dump trucks, high-speed cranes, port vehicle etc. "Apart from the above, we also do provide customised solution which keep ourselves ahead in the competition," he adds.

At the recently held Excon 2019, Apollo Tyres introduced and showcased a range of tyres for off-highway applications. These included the Terra range for backhoe loaders, Terra Crane range for hydra cranes, new range for forklift applications, the solid tyre range, called Solift R300, and the pneumatic range called Nulift.

Market outlook

Our country is still in need of better infrastructure in roads, railways, ports, airports, urban infrastructure and rural development. Mining needs to pick up in coal, iron ore and other essential minerals, to meet the requirements of power, steel and other commodities. Agriculture sector is growing, but needs to pick up the growth momentum with more mechanisation. OTR tyres see major growth avenues in these segments in meeting the OEM and after-market requirements. Chhajjer concludes on a positive note, "Overall, the government has to work a lot on infrastructure which will ultimately result in business for all of us. We hope 2020 will be good for us, at least better than 2019."

Indian market is always a growing market simply because of the reason that developments are still a necessity here. This future requirement is driving the growth of infrastructure sector in spite of the cyclical slowdowns. Taking advantage from this scenario, OTR tyre manufacturers are definitely going to provide their technologies and solutions for the continued growth of the segment. 



OTR tyre market is expected to grow at a CAGR of 9 per cent during 2019-2023.



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MAKING DREAMS COME TRUE

The EC350D crawler excavator from Volvo Construction Equipment is supporting an Indian contractor realise his dream of becoming a successful entrepreneur in Gujarat.



Hari Om Earthmovers & Transport (Hari Om) is the first in Gujarat to acquire an EC350D crawler excavator from Volvo Construction Equipment (Volvo CE). The crawler excavator started working on the tough mine site in July and has already proven its high performance, gaining acclaim with **Raghuvir Vaghamshi**, owner of Hari Om.

“Volvo has paid attention to every little detail – from structure to reinforcements to operating comfort – ensuring optimum productivity at minimal cost,” Vaghamshi said. “That certainly makes a difference in our business where we are always under margin and time pressures.”

The EC350D crawler excavator is currently deployed in a stone quarry deep in the district of Kachchh at a site known as Vidi in Anjar Taluka.

The machine works on demanding applications such as excavating and loading stones on to the tippers.

Powered by a fuel efficient D8 engine with a 210 kW rating and a bucket capacity of up to 1.9 cu m, the EC350D crawler excavator has an operating weight of between 37.8 tonne and 42.6 tonne depending on configuration. The excavator delivers fast cycle times, high digging power, and low fuel consumption.

“The EC350D makes tough applications look so easy. Just imagine – we achieved 1,500 tonne of output in two hours flat, burning 23 litre of fuel. I am convinced that this is one machine that will not let you down no matter how hard the application or conditions,” said Vaghamshi.

Established in 2005, with its headquarters in Adipur Gandhidham and branch office in Ahmedabad,

Hari Om is focused on infrastructure development in Gujarat. The company currently owns five Volvo machines – one EC200D, three EC210D and one EC350D.

All five Volvo machines were purchased from Volvo CE’s dealer partner, West India Equipments. Vaghamshi says the combination of great aftermarket services from West India Equipments and quality machines from Volvo CE is the main reason he continues choosing equipment from Volvo CE.

“West India Equipments is great! They are prompt and efficient. I have no complaints,” Vaghamshi said. “We have lined up ambitious plans for the company’s expansion and are excited about the future. We still have many promises to keep and miles to go, but of course with Volvo CE leading the way.”



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BOBCAT B900 BACKHOE LOADER



Doosan Bobcat has introduced the Bobcat brand B900 backhoe loader in India. The new machine demonstrates superior performance with best-in-class digging depth, higher breakout forces, increased component durability, comfortable operator cabin, advanced hydraulic system and excellent total cost of ownership advantages.

Features

Best-in-Class Digging Depth

Bobcat B900 offers higher maximum digging depth compared to other backhoe loaders in its class. This makes B900 best performer in its class.

Optimised design for fuel efficiency and component durability:

- Fuel efficiency
 - » B900 is powered by popular and fuel efficient Kirloskar Engine, helps in better fuel consumption.
 - » With optimised design of Bobcat B900, economy mode operations can be achieved with 1,400 rpm and power model can be achieved with 1,550 rpm. Higher

performance, even at low engine rpm helps in great fuel savings.

- Durability
 - » B900 is equipped with Industry's best and proven components for long durability, higher performance and reduced maintenance.
 - » Major structural items are reinforced to enhance life and manufactured inhouse with Bobcat manufacturing facility in Chennai.
 - » Hydraulic hose distribution box provided in backhoe hydraulic circuit of B900 for increased life of hydraulic hoses, less leakages and reduced down time.

Best-in-class breakout forces and higher performance

- Breakout forces
 - » B900 offers 7~10 per cent higher breakout forces. Higher breakout forces help in increased capability for working in hard ground excavation, higher dozing and loading performance.
- Higher performance
 - » Heavy-duty Carraro transmission

and rear axle for higher torque and best performance with higher drawbar pull.

- » Front axle is provided with balanced cylinders for better steering performance and 16-degree oscillation for better performance at uneven terrains.
- » Higher ground clearance for better performance even at rough and undulated surface. Higher ground clearance also helps in protecting power train components from damages.
- » Best-in-class front wheel turning radius for higher manoeuvrability and best performance to work in confined areas.
- » Large cooling package and more efficient cooling fan helps in working long hours without overheating issues and helps increase life of the components.

Comfortable operator cabin

- Operator cabin is one of major consideration in B900 design. Spacious operator cabin with ergonomic controls and operator convenient features make B900 a preferred choice for comfortable

operation. Stylish and dynamic design cabin provides all-round visibility for the operator from working position. Adjustable suspension seat provided as standard feature for enhanced operator comfort. Large side-view mirrors and additional rear view mirror improve rear visibility for more convenient and safe operation. Large storage box and various storage compartments in the front and side panels provided for ideal storage and more keeping areas. Standard MP3 music player and cabin fan provided for operator comfort.

Advanced hydraulics system

- B900 hydraulics is equipped with Parker tandem gear pump with advanced hydraulic system that automatically redirects hydraulic flow to tank when hydraulic functions are in neutral mode.



Key specifications

- Operating weight: 7,840 kg
- Turbocharged engine: 76 hp
- 2-wheel drive synchro shuttle transmission
- 121 lpm hydraulic flow with tandem gear pump
- Side shift stabilisers
- Loader bucket capacity: 1.1 cu m
- Backhoe bucket capacity: 0.26 cu m

- When there is higher hydraulic pressure requirement, flow from second pump is redirected to tank to reduce the load on engine.
- These advanced hydraulic features will reduce power consumption from engine to ensure high fuel efficiency.

Total cost of ownership

- Highly durable engine, hydraulics and powertrain components give longer life.
- Lower fuel consumption and increased service interval for periodic maintenance results in low cost of ownership.



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HIGH-PERFORMANCE HIGH-SPEED DOORS

High-performance doors are automatic doors used for fast access between internal and external areas of buildings. Prime high-performance doors are designed and factory-made with German collaboration using state-of-the-art and resourceful engineering technology for frequent use in high traffic areas with opening speed of up to 2.5 m/s. The high opening speed reduces time taken in the movement of material, thus hastening the logistics process. Our team of skilled engineers visit sites and recommend the most suitable rapid door to client. Rapid doors are manufactured and installed keeping in mind international standards.

High-speed high-performance doors excel during intense operation and in demanding conditions. Fast-acting fabric and insulated doors can improve efficiency, safety and hygiene in facilities where doors open and close frequently, i.e., manufacturing sites, cold stores and clean room type facilities. You can achieve maximum environmental control and separation at the door opening with Gandhi Automations' high-speed doors. The main function of a high-speed door is to act as a barrier. High-speed doors protect us from harm, save energy and help us to separate processes for optimal productivity. A high-speed door's most important job is to simply open and close quickly and safely every time you need it.

Gandhi Automations' revolutionary line of high-speed doors is designed with these efficiencies in mind to bring your workflow to its high potential. Known for high speed, low maintenance, and maximum uptime, Gandhi Automations' doors offer the industry's widest range of



solutions to fit your every need.

Gandhi Automations has a large collection of high-performance, high-speed door solutions in roll-up and bi-parting designs, available in versatile track configurations. Capable of moving at 100 inch per second (2.5 m/sec), the cycle times of Gandhi Automations' doors maximise energy savings by minimising the amount of air that can escape each time the doors open and close. Unlike traditional hard bi-parting doors, flexible roll-up doors have the ability to withstand forklift impact and snap right back into their tracks. This is a huge benefit in a warehouse space, where damaged doors can mean significant expenses in terms of downtime and service calls, as well as energy loss.

High-speed doors are used to enhance a building's security, save energy, manage traffic flows and temperature fluctuations, and to improve the internal environment for your employees. There is no other building that requires this more than those that manufacture, store, process and distribute food.

A wide range of Prime high-speed doors are available for various operations, including areas with special requirements for temperature control, hygiene, storage and handling of frozen foods. Atex rapid doors are needed in explosion-proof areas, deep freezer automatic roll-up doors are

needed in cold storages, warehousing, loading bays and on conveyor systems. Prime reset features a special advanced self-repairing system.

Gandhi Automations is an established market leader in the supply and installation of all types of high-speed doors to the industrial and commercial sector. We can provide high speed doors that enclose, partition and protect any room or building involved in the application of industry, pharmaceutical, logistic warehouse, machine, factories, cold storage food and drink – whether it be raw ingredients, meat or an abattoir, bakery, fruit and vegetable distribution depot or any other relevant item or site that requires stringent management for storage and movement.

Key benefits of high-speed doors include: self-repairing, temperature control, energy efficient, enhanced security, minimum maintenance and easy repairs.

High-speed doors also play a role in reducing noise, keeping out vermin and improving logistics – all that will boost your operational productivity and therefore your profits. The team at Gandhi Automations can advise on insulation, material and finish options, depending on the intended use of the high-speed doors.



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"STAR VFD HAS EXCELLENT USABILITY"

LIFTKET works mainly in three product divisions - Industry, Custom and Stage. For these, the corresponding products are adapted to specific requirements. LIFTKET's innovative spirit is reflected in the latest development in the hoist sector. **Jürgen Dlugi, CEO**, talks about the new product in the market - the STAR VFD.

What was the motive behind the development of your new STAR series?

There was a gap in the LIFTKET portfolio. We did not have that particular premium chain hoist, I mean a fully equipped chain hoist with a modern control that allows a soft start, load dependent lifting speed, variable lifting speeds and, for example, brake monitoring or the observation of operation states. Our goal was a tailor-made plug-and-play solution for the popular STAR LIFTKET series with no external brake resistance and the opportunity to increase the lifting speed up to 200 per cent with no load. Furthermore, the aim was not to modify the STAR LIFTKET's basic design so that the VFDs are fully compatible with all standard LIFTKET components such as trolleys, upper hooks, suspension eyes, and control pendants.

The STAR VFD is your first frequency-controlled electric chain hoist. Why did you decide to develop this type of product?

In fact, the VFD is not our first



Jürgen Dlugi
CEO, LIFTKET

frequency controlled chain hoist. We used to have chain hoists with external inverter controls before, but in our opinion, it was time to fathom the limits of the machinery and to invent something new. The benefits for the customers are better comfort of use, an enormous time saving and even more simple maintenance.

What are the advantages of that frequency-control?

The main advantage beside time savings during lifting with no or partial load and to have the opportunity to pick up and set down fragile goods very carefully is the Quick Stop function that makes the chain hoist to stop immediately with no overrun after releasing the up/down button completely. The Quick Stop ensures the highest safety and helps preventing accidents or dangerous situations.

We use the standard two-stage control pendants which our customers already know from the contactor controlled chain hoists. The operator can choose between

two different operation modes to make the chain hoist work properly, according to what the user wants and/or to what the application requires. We call these modes Reduce Speed mode and Hold Speed mode.

In the Hold Speed mode, the chain hoist keeps hold of the momentary lifting speed. In this mode, it is possible to have a constant lifting speed that is somewhere between the highest possible and minimum speed.

In the Reduce Speed mode, the lifting speed decreases along a certain ramp down to the minimum frequency of 5 Hz when the operator releases the button to go back to the first stage. This gives you a quasi analog feeling but with the affordable price of a basic two-stage pendant.

Of course, control pendants with analog push buttons which work like a gas pedal are available on top of the range.

What is the purpose of integrated display in STAR VFD?

The display shows different data such as remaining life time, operational hours or brake cycles in a repeating order. This saves the technicians the time for the calculation of the safe working period and gives a chance to monitor the operation frequency or rather the number of starts per hour. Beyond that, the display shows error codes once the chain hoist stops, in case of critical operating states. With a translation table in the manual, the operator can easily reset the chain hoist or can at least get information regarding the reason for the stoppage, which simplifies the troubleshooting.



(Communication provided by company)



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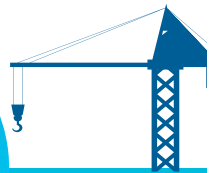
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Who visits: Architects and Architectural Firms / Consultants, Builders, HVAC Engineers and Contractors, Civil Engineers, Structural, EPC Companies, Interior Designers and Decorators, Developers and Contractor, Structural Engineers, Safety Specialists, MEP Engineers and Contractors, Mayors & Municipal Commissioners, Interior Designers and Decorators, Fire Protection Professionals, Environmental Specialists, etc.

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WIRTGEN GROUP CELEBRATES 25 YEARS OF SUCCESS IN INDIA



The Wirtgen Group is celebrating its successful presence of '25 years in India'. We would continue supporting our customers with the most innovative solutions and technologies in the road building and road rehabilitation, and mineral technologies in the construction equipment segment.

We are grateful to all our customers, suppliers and all other business partners for being an integral part of our success story. We are also thankful for your trust and patronage over this period of 25 years which has helped the Wirtgen Group and Wirtgen India grow to a position of market leadership in innovation and

technology in the field where we operate.

The journey of Wirtgen India began in 1995 at Bengaluru and later moved to Pune in 2010 with the setting up of the new manufacturing plant. Our unrelenting focus on producing world-class quality products and a constant drive to innovate, have made us a global market leader. In the Pune plant, Hamm compactors, Vogele pavers and Kleemann screens are produced for India and the world. Currently, some of the products produced in Pune are also exported to 36 countries all over the world, including Tier 4 countries in Europe and USA.

The Wirtgen Group under the John Deere umbrella continues to believe strongly in the long term prospects for the roads and highways sector in India and hence would continue to invest in our Pune plant and in our Direct Sales and Customer Support network in India. We have just completed the expansion for the new machine finishing and painting hall. In the coming years, the plant would be further expanded to meet the increased demand for the existing products and also for the launch of new products.



(Communication provided by company)

INCEPTION TO GOLDEN JUBILEE – AN EVENTFUL JOURNEY

With its mission – “To be a leader with our products through technologies and change with the changing times”, for over a half century, Triveni Enterprises has been a closely held family business retaining the values of customer focus and quality, with which it was founded, by the *late* OP Agarwal, who was a pilot.

The company's impressive track record of long-standing success can be directly attributed to its tradition of excellence and unwavering emphasis on innovation – which not only benefits its customers, but their customers as well.

Rich experience, integrity and reliability, are the bedrock of the company's foundation. This combined with elements of superior capability and capacity, helps the company provide a wide range of solutions for the customer's steel requirements.

Managing challenges at every stage

Following Triveni Enterprises' vision – create a business model for generations to come, their core strength lies in the development and supply of products in accordance with client specifications. No matter what the steel requirements are, large or small, complex or simple – the company unfailingly meets all steel needs.

World class infrastructure for a global edge:

Our plant is fully geared towards meeting the growing demands of the infrastructure



Ashirwad Agarwal,
Managing Director

industry. The production facility's design and processes are validated as per ISO 9001:2015.

Diverse range of products and services include:

- Cut to length
- Precision slitting
- PEB products – HR coils, C&Z purlins, colour coated sheets, Roofing and galvanised products
- Cut and bend (ready-to-fix TMT steel)
- Structural steel, plates and TMT mild steel and serviced steel.

Mission: To be a leader with our products through technologies and change with the changing times.

Vision: Create a business model for generations to come.

Long Term tie-up with the most reputed brands:

SAIL, POSCO, TATA and Arcelor Mittal.

Helped build Bangalore and India:

Triveni Enterprises serves

multiple sectors like the infrastructure segment, automotive, engineering and fabrication, among the rest. Large project contractors, builders and industries have trusted Triveni over the years for the supply of steel for their projects.

The management team behind Triveni's success:

Headed by Ashirwad Agarwal who has a Masters in Business Administration and thorough knowledge in the field of steel, the company possesses a team of over 250 skilled personnel and is driven by a seasoned flat structured management with many decades of experience which ensures that every product is of impeccable quality.

RICH EXPERIENCE, INTEGRITY AND RELIABILITY, COMBINED WITH ELEMENTS OF SUPERIOR CAPABILITY AND CAPACITY, HELP THE COMPANY PROVIDE A WIDE RANGE OF SOLUTIONS FOR THE CUSTOMER'S STEEL REQUIREMENTS.

Beyond Marketing:

Triveni Enterprises has also diversified into Wind Power and Hydro Power. Apart from operations, the company also undertakes CSR activities that include being actively involved with a school in Haryana and other community services through a round table.



(Communication provided by company)

DOOSAN BOBCAT LAUNCHES B900 BACKHOE LOADER

The B900 backhoe loader from Doosan Bobcat was unveiled by HW Park, President-Asia, LA and Oceania, Doosan Bobcat, on December 10, 2019, the inaugural day of the Excon 2019. The product was revealed amidst cheers and fanfare as this was one of the most anticipated products from Doosan Bobcat India.

B900 displays superior performance with the finest digging depth, breakout forces, component durability, comfortable operator cabin, advanced hydraulic system and best-in-class total cost of ownership. Serviceability and parts availability is critical and Doosan Bobcat India has developed comprehensive plan to support customers through its extensive 28 channel partners. The company also has developed product support program called 'Bobcare' which provides peace of mind to the customers. This is also backed by a toll-free number so that the customer's problem could be registered and solved in quick time.



At the Doosan Bobcat B900 product launch (L to R): HS Kim, Director Commercial, Doosan Bobcat India; Miron Thoms, Vice President and Head, Volvo Penta India; HW Park, President-Asia, LA & Oceania, Doosan Bobcat Inc; Natarajan, Managing Director-Sales, Carlisle Industrial Brake & Friction; and Seshnath Balasubramanian, Managing Director, Walvoil India.

Doosan Bobcat is an industry leader in the engineering, manufacturing and marketing of construction equipment with a turnover of USD 3.6 billion (Rs 252.30 billion) in 2018. The world-renowned Bobcat, Geith, and Doosan Portable Power are part of Doosan Bobcat brands. Headquartered in Seoul, Korea, Doosan Bobcat has its manufacturing facilities strategically located across the world to serve the various markets. Currently there are nine manufacturing facilities across the globe, mainly in USA, Europe and China.

Doosan Bobcat India (DBIN), established in 2007, is a subsidiary of the Doosan Bobcat Inc head quartered in Chennai. It serves through six direct regional offices across India. Backed by more than 28 channel partners, DBIN has an extensive customer reach and touch-points across the country and the effort is on to continuously keep expanding. Focused on the

Bobcat skid-steer loader and compact excavator business, DBIN has established itself as the market leader with over 50 per cent market share in the skid-steer loader product category and has quickly become a leader in the below 5-tonne compact excavator product category.

The company plans to make the recently inaugurated Chennai facility currently producing B900 backhoe loaders, a global manufacturing hub for export and a regional centre of excellence. Besides backhoe loaders, the company is also looking at localising its other compact products to suit Indian market requirement and potentially exporting that as well.

The new facility is equipped with modern manufacturing equipment, testing facilities, office space for R&D centre, vendor development and a training centre.



Bobcat's B900 backhoe loader unveiling at Excon 2019.

(Communication provided by company)

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TO ORDER

BACKHOE LOADERS**1 | Nagar Palika Parishad Sanawad**

Details: JCB Supply ID:2019_UAD_60559_1 | Tenders are invited for the supply of one backhoe loader of 76 HP.

Submission Date: 20/01/2020

Location: Sanawad, Madhya Pradesh

Tender Value (Rs): 29,90,000

Contact: Rakesh Chouhan, CMO, Sanawad – 451 111, Madhya Pradesh. T: 07280-234 523,

E: cmosanavad@mpurban.gov.in

CONVEYORS**2 | South Eastern Coalfield Ltd**

Details: SECL/BSP/MMW/Sec-II/PVC Belting 1000mm/MB 19-20/71 ID:2019_SECL_158826_1 |

Tenders are invited for the supply of 1000 mm fire-resistant PVC conveyor belting.

Submission Date: 15/01/2020

Location: Bilaspur, Chhattisgarh

Tender Value (Rs): 9,27,46,300

Contact: General Manager (Purchase), Post Box No. 60, Seepat Road, Bilaspur-495006, Chattisgarh.

T: 07752-246321, gmmm.secl@coalindia.in

3 | Karnataka Power Corporation

Details: KPCL/2019-20/IND3341 | Tenders are invited for the supply of 1,400 mm length of the conveyor belt. Quantity: 40 units.

Submission Date: 14/01/2020

Location: Bengaluru, Karnataka

Contact: Pednekar, Superintending Engineer, Kaveri Bhavan, KG Road, Bengaluru – 560 009, Karnataka.

T: 08392-288 616, M: 9448290584

4 | Rajasthan State Ganganagar Sugar Mill

Details: RSGSM/BOTTLINGLINE/2019-20/ PUR/39 ID:2019_RSGSM_172933_1 | Tenders are invited for the supply of EMI-automatic liquor bottling line and packing belt conveyor with drive complete.

Submission Date: 15/01/2020

Location: Jaipur, Rajasthan

Tender Value (₹): 111,55,000

Contact: RB Shahu, Manager (Purchase), 4th Floor, Nehru Sahkar Bhawan, Bhawani Singh Road,

Jaipur – 302 006, Rajasthan. M: 9414378084, E: managerpurch.rsgdm@rajasthan.gov.in

CRANES**5 | Satish Dhawan Space Centre**

Details: SHAR/SPP/2019E1238102 | Tenders are invited for the supply of HOT cranes. QTY: 1

Submission Date: 13/01/2020

Location: Nellore, Andhra Pradesh

Contact: Purchase Manager, Sriharikota Range, Nellore – 524 124, Andhra Pradesh. T: 0862-322 5050

6 | Indian Air Force

Details: AIRHQ/DPUR/I/1725003-T2 ID:2019_IAF_524923_1 | Tenders are invited for the supply of 10-ton diesel-hydraulic crane.

Submission Date: 04/02/2020

Location: New Delhi, Delhi

Contact: GP Capt Procurement, Vayu Bhawan, Rafi Marg, New Delhi – 110 011, Delhi.

T: 011-2306 0054, E: info.270@gov.in

7 | West Central Railway

Details: 68195720 | Tenders are invited for the supply of diesel-hydraulic mobile crane make: Escort/ACE or equivalent. Quantity: 1

Submission Date: 13/01/2020

Location: Jabalpur, Madhya Pradesh

Contact: R L Pawar, Controller of Stores, Jabalpur – 482 001, Madhya Pradesh. T: 0761-262 6060

DOZERS

**8 | Northern Coalfields**

Details: NCL/SGR/ PRE NIT 410 HP Crawler Dozer /119A1084/82 ID:2019_NCL_159696_1 | Tenders are invited for 410 HP crawler mounted dozer along with spare parts and consumables for the warranty period of 01 year (12 months) and thereafter spare parts and consumables for a period of 03 years

(36 months). Quantity: 16

Submission Date: 25/01/2020

Location: Singrauli, Madhya Pradesh

Tender Value (Rs): 30,40,00,000

Contact: GM (MM), PO Singrauli Colliery, Distt Singrauli – 486 889, Madhya Pradesh.

T: 07805-266 481, M: 7828729987 (Ashish Gautam)

EXCAVATOR

**9 | Border Roads Organisation**

Details: CE (P) SWK-11/2019-20 ID:2019_BRO_530051_1 | Tenders are invited for hiring of 04 nos hydraulic excavators 20 t cap with bucket and rock breaker for FMN and surf WKS on Moreh Thingpie New Samtal road under 82 RCC 25 BRTF of project Sewak in Manipur state for a period of six months.

Submission Date: 13/01/2020

Location: Manipur

Tender Value (Rs): 79,00,000

Contact: Chief Engineer, Project SEWAK, C/O 99APO, Manipur.

T: 03852-414 703, M: 07988982669, E: bro-hqeast@gov.in

FORKLIFT

**10 | Council of Scientific & Industrial Research**

Details: NAL/PUR/TPT/432/19-Y ID:2019_CSIR_38344_1 | Tenders are invited for the supply of forklift truck diesel operated load-carrying capacity of 8 tons. QTY: 1

Submission Date: 06/02/2020

Location: Bengaluru, Karnataka

Contact: Raman Kumar, Section Officer (Purchase), National Aerospace Laboratories, HAL Airport Road, Kodihalli, Bengaluru – 560 017, Karnataka. T: 080-2508 6040

LOADERS

**11 | South Eastern Coalfields**

Details: SECL/BSP/MMW/SEC-I/ 10 CuM FEL /AK/61 ID:2019_SECL_158101_1 | Tenders are invited for supply of diesel-powered, self-propelled articulated wheel loader of not less than 10 cu m bucket capacity). Qty - 10 nos

Submission Date: 11/01/2020

Location: Bilaspur, Chhattisgarh

Tender Value (₹): 128,09,90,000

Contact: General Manager (Materials), Bilaspur – 495 006, Chhattisgarh.

T: 07752-246 321, E: gmmmsecl@gmail.com

TRUCKS

**12 | Ministry of Defence (Navy)**

Details: 438/19/21/FORKLIFT ID:2019_NAVY_309127_1 | Tenders are invited for the supply of battery-operated forklift truck 03 ton and battery-operated forklift (reach truck) 02 ton.

Submission Date: 13/01/2020

Location: Visakhapatnam, Andhra Pradesh

Contact: BVO, Base Victualling Yard, Nad Post Visakhapatnam, Visakhapatnam – 530 009, Andhra Pradesh. T: 0891-270 2790, 281 8830

COMANSA LAUNCHES 21CM750 TOWER CRANE

Comansa celebrated the launch of the 21CM750 tower crane model, the largest manufactured at its plant in Hangzhou. Comansa will also start manufacturing this model at its factory in China, mainly to meet the needs of the Asian market, which increasingly demand heavier load cranes.

The 21CM750 can be used for prefabricated construction, construction of power plants, mining, bridges and other large-scale infrastructures.

Among the main technical features of this crane are:

- Flat-top, modular crane model
- Two maximum load versions: 50 and 37.5 tonne



- Designed following the European safety standard EN14439
- Automatic changing double trolley to optimise the load chart
- The lifting speed is faster than for cranes of the same capacity made by other local manufacturers.
- Interchangeable: These models share several jib sections with the 2100 series.

- Thanks to the modular design, the jib and counter-jib sections have six different configurations to enable the adaption to different jobsite conditions
- Optimised design in the jib and counter-jib connection for faster and safer assembly and disassembly.

- This system also allows great modularity between the two versions: the 37.5 t model can load 50 t by changing the front trolley and hooks.
- Incorporates the Cube Cabin: The cabin is more spacious, comfortable and increases the capacity of the cabin to implement the new crane function for future needs.

CM AND CME PUMPS

Grundfos is introducing the next generation of ideal, compact pumping solutions. The CM and CME pumps range redefine compact efficiency for any industrial applications. These horizontal, multi-stage pumps are driven by Grundfos' innovation-led approach and are primarily used as a built-in pump in OEM solutions. Its compactness and flexibility make it an optimal solution for installations and interactions with other components in a larger product.

CM and CME pumps are close coupled and comprise a series of interchangeable modules designed to work together seamlessly. The key differentiator between a CM and CME pump is its motor. While the CM pumps are fitted with a mains-operated motor, CME pumps represent the new era of pumps with an

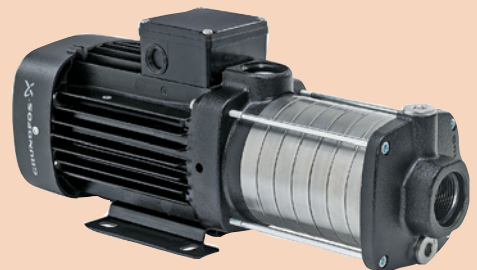


integrated frequency driver and PI controller.

All CM and CME pumps are capable of pumping liquids at temperatures from -30°C to +120°C, respectively. These pumps are available in various sizes and the number of stages to meet customer requirements, in terms of flow and pressure.

Features and benefits

Like all other Grundfos solutions, these pumps are designed to conserve energy and use water optimally during



its entire lifetime. CME pumps fitted with permanent magnet motors and its high frequency variable frequency drive has one of the highest energy efficiency ratings worldwide. Their highly reliable nature ensures that there is minimal downtime with low maintenance costs.

Applications

CM and CME pumps cover a wide range of applications, from small installations in homes to large industrial systems.





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No	Event	Description	Date	Location	Organiser & Contact
1	Elecrama 2020	International exhibition on electrical and industrial electronics	Jan 18-23	Greater Noida	IEEMA Tel: +91-22-48962333 Email: murlikrishna@ieema.org
2	IMTEX Forming 2020	International exhibition on metal forming machine tools and technologies	Jan 23-28, 2020	Bengaluru	Indian Machine Tool Manufacturers' Association Tel: +91-80-6624 6600 Fax: +91 80 6624 6661 Email: imtma@imtma.in
3	BUILD INTEC 2020	International construction expo	Feb 21-24, 2020	Coimbatore	CODISSIA Mob: (0) 75029 22000
4	Conexpo-Con/Agg 2020	International trade show for construction industries	Mar 10-14, 2020	Las Vegas, USA	Association of Equipment Manufacturers Tel: +1 (414) 272 0943 Email: aem@aem.org
5	Concrete Show India 2020	Concrete machinery and solution	May 14-16, 2020	Mumbai	UBM India Tel: +91 22 61727000 Fax: +91 22 61727273 Email: Mugdha.karekar@ubm.com
6	India Warehousing Show	Warehousing and logistics equipment and solutions	June 18-20, 2020	New Delhi	Reed Exhibitions Tel: 9999686007 Email: janish.jafri@reedmanch.com
7	India Construction Festival 2020	Construction and Infrastructure	Oct 13-14, 2020	Mumbai/ New Delhi	ASAPP Info Global Services Tel: +91-22-24193000 Email: info@india.smartcitiescouncil.com
8	Equipment India Awards	Construction and infrastructure equipment	14-Oct-20	Mumbai/ New Delhi	ASAPP Info Global Services Tel: +91-22-24193000 Email: info@india.smartcitiescouncil.com
9	bauma Conexpo India 2020	International Trade Fair for Construction Machinery, Building Material Machines, Mining Machines and Construction Vehicles	Nov 3-6, 2020	Gurgaon	bC Expo India Tel: 22 67879800 Fax: 22 67879802 Email: info@bcindia.co.in





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