

Host State



Sector Partner



# EXCON 2017

Bangalore International Exhibition Center (BIEC), Bengaluru, India

## DAILY NEWS

12th - 16th December 2017

Day 2

Organised by



Confederation of Indian Industry

# Merry Construction!

***Riding on the aspirations of an increasingly optimistic industry, EXCON 2017 started off on an upbeat note at Bangalore International Exhibition Centre (BIEC) on the morning of December 12, 2017. Highlights of the inaugural ceremony..***



Source: Magic Wand Media Inc

Industry Stalwarts at the ribbon cutting ceremony at EXCON 2017

**E**XCON 2017, the largest construction equipment exhibition, organized by Confederation of Indian Industry (CII), kickstarted today with a contagious optimism. Shri Anant G Geete, Hon'ble Union Minister for Heavy Industries and Public Sector Enterprises, Government of India, graced the Inaugural Session with his presence as the Chief Guest.

Amitabh Kant, CEO, Niti Aayog, Government of India addressed at the session along with other dignitaries. "EXCON is one of the biggest events that CII does, and one we are extremely proud of," shared Shobana Kamineni, President, CII, "India is

undeniably on a growth trajectory, which rides on the back of infrastructure."

### Upturn to continue

The construction industry did face its set of challenges since the peak in 2011. However, things have started looking up. And how! "In 2017, the Construction Industry has experienced unprecedented growth, surpassing the previous best numbers of 2011," asserted Vipin Sondhi, Chairman, EXCON.

"EXCON is happening at a highly opportune time when the global spotlight is not only on India, but also on Karnataka. We are poised to enter

a new era in the manufacturing glory," conveyed Shri Deshpande, in a written message read out by Sondhi.

Elucidating on some of the growth initiatives by the Government of India, Kant said, "After the completion of the Dedicated Freight Corridor in 2018, goods will reach from Northern India to the Western coast within 14 hours, as opposed to almost 14 days at present." Amid the cheerful applause he mentioned the various industrial corridors in the works including from Amritsar to Kolkata, Chennai to Bengaluru, Mumbai to Delhi. "These new corridors will truly be the harbinger

of growth, and on both ends of these routes we will see a surge in urbanisation."

### Challenges exist

Kant emphasized on India's rapid advance towards urbanisation, along with the attached challenges. "When America urbanised, land, gas and water were cheaply available. These have become extremely scarce commodities, therefore we have to do very compact, very dense urbanisation on the back of public transportation," he explained, "we have to embed our cities with public transportation, and recycle our water."





Source: Magic Wand Media Inc

Finding the silver lining, he added that as opposed to countries where urbanization has already peaked, we are beginning the process at a time of technological advances.

### Nurturing the ecosystem

Reinforcing the government's commitment to boost the construction sector, Kant said, "It is one of the rare industries for which GST was actually introduced. To create the right ecosystem for the growth, we have taken a vast number of measures to make business easy and simple."

His point was taken further by Shri Geete, who listed some of the positive developments, "I have had the good fortune to formulate the first-ever National Capital Goods Policy. Shri Nitin Gadkari has allocated a budget of 7 lakh crore for road construction across the nation."

### Forging the future

Thanking Shri Geete and Kant for their role in extending support to the industry, Sondhi put forward a few suggestions to further boost infrastructure activity in the country:

- Urgent revival of the PPP model to create a conducive environment by way of policy framework as laid out by the Kelkar Committee Report;
- Fast forward the Construction, Earth Moving, Material Handling, and Mining Equipment (CEMM) Act that will bring regulation on Safety, Environment and Second-hand Imports under one umbrella;
- Create equipment standards based on technology and lifecycle costs instead of government control.

Hari Sankaran, Chairman, CII National Committee on Infra and

PPP concurred, drawing attention to the need for further impetus for engineering, procurement and construction (EPC).

"There is no better place to have these discussions and dialogues, and make the connections to take this forward," said Kamineni, "Underlying all the business, EXCON is creating the linkages for MSMEs." Highlighting the gamut of R&D advances showcased here, she concluded, "We find huge supply chains, including global supply chains that will start getting developed."

### Celebratory notes

During the Opening Ceremony, EXCON took the opportunity to acknowledge the contribution of Sarosh J Ghandy, under whose leadership the brand was established and the first edition of the show materialized with alacrity back in 2000.

The panel also stood together to release the Show Catalogue/ Industry Report for the present edition of the exhibition.

### Bright outlook

Geete concluded his address saying, "The success of any and all endeavours over my five year tenor depends on those of you sharing this stage with me today, and those of you attending this event. When the industry succeeds, so will the Ministry of Heavy Industries." The session concluded with a vote of thanks by Kamal Bali, Chairman, CII Karnataka State Council wishing everyone a profitable and exciting week ahead. It was followed by an official kick-off of the event with Kant, Shri Geete, Kamineni and Sondhi cutting the ribbon to mark the opening.



Source: Magic Wand Media Inc

Sarosh J Ghandy, under whose leadership EXCON was conceived and flagged off, was felicitated for his contribution by Shri Anant G Geete, Hon'ble Minister of Heavy Industries & Public Enterprises, Government of India.



Source: Magic Wand Media Inc

From (L-R) Sergio Torretti, President, Chilean Chamber of Commerce of Construction; Virendra Gupta, Deputy Director General, CII and Max Correa, President, Expo Edifica Tradeshow exchanging greetings during the show.

# Have an Interesting Story to share

arunima.nath@magicwandmedia.in

murali.sundaram@magicwandmedia.in

soumi.mitra@magicwandmedia.in



Round-Table

# CEOs Stress on PPP Model, Suggest Change in Mindset

Indian construction sector is opening up with vast opportunities where proper planning for project funding, execution and maintenance is essential.

Although the Indian construction industry is on its top gear of growth, the road apparently seems not free from obstacles. Thus, it is very important to understand how the forerunners of the industries are looking at the road ahead. Considering this fact, a thought sharing session was organized, where CEOs of five well-known Indian companies associated with the construction industry, discussed the present situation and put their views on things need to be done.

### Way ahead

For the progress of the country, development of robust infrastructure is a must. However, development and maintenance of these huge infrastructures need hefty investment and that's a challenge. While explaining how to manage that Amitabh Kant, CEO, Niti Aayog, Government of India opined, "Wherever government makes huge

investment for developing big infrastructure projects – that should subsequently be given to the private sector for better operation and maintenance. Although we faced a series of problems, PPP model is a very big success in India, and that has to be revived."

### Collaboration is the way

Funding offers a big challenge that decelerate most of the big infrastructure projects in our country. Kamal Bali, MD, Volvo India & Chairman of CII Karnataka State Council spoke on the way to overcome it. "I think for all the new projects, the government has clearly demonstrated its vision. We need to go ahead with a hybrid kind of approach. I think collaboration is the key to solve this challenge." Adding to that, Vipin Sondhi, MD & CEO, JCB India and Chairman, CII Excon 2017, asserted, "Hybrid annuity model for the roads and highways is



Industry leaders at the CEOs Round-Table Session expounding the merits of the PPP model and the challenges that need to be addressed.

working. It is a matter of replicating that. It is important that in terms of processes and procedures state governments bring the things online. There is no roadmap, but we are optimistic, and we must go for collaboration." While commenting on the PPP model, Arvind Garg, Executive Vice President & Head - Construction & Mining Machinery Business at Larsen & Toubro, said, "If we need the PPP model

to succeed, the government should make some provisions for enhancing their profitability." While expressing his view on the challenge of flow of finance in the construction companies, Hari Sankaran, Vice Chairman and MD of Infrastructure Leasing & Financial Services (IL&FS) said, "Most of the construction companies are overstressed today, and we need to find out practical solutions for their smooth running."

## UNSTOPPABLE TYRES FOR NON-STOP PROGRESS

# CONSTRUCTION

Visit us at: | Hall No.1LL, Stall No. C90

Toll free no. 1800-22-1213 | E-mail [customer@ceat.in](mailto:customer@ceat.in) | [www.ceatspecialty.com](http://www.ceatspecialty.com)

GRIP MASTER-N.D. GRADER-XL PLUS LOADER-PRO GRIP X HD



Knowledge Sharing

The Infrastructure Summit 2017: Building for the future

With the aim to deliberate on the issues that need to be addressed for the infrastructure sector to reacquire viability, a seminar was organised on the first day of EXCON 2017 that ran parallel to the event.

The summit comprised three back-to-back sessions with expert panels comprising industry leaders. For the first session, Hari Sankaran, Chairman, CII National Committee on Infra and PPP held forth on the process-driven nature of business in India, “I have found in my 30 years of experience that taking shortcuts always leads to grief. When I am not taking shortcuts, I may still come to grief, but not for the wrong reasons.” The session was entitled “Reinv-enting the Public Private Partnership Wheel”, with a panel including Sudhir Hoshing, Joint MD, IRB Infrastructure Developers Ltd; Julia Michael Bevis Senior Director, Maersk Group; Debashis Ghosh, EVP Infrastructure Development Corp (Karnataka) Ltd; and moderated by Soma Banerjee, Executive Director, Energy & Infrastructure, CII. Shri Suresh Prabhu, Hon’ble Minister for Commerce & Industry, Govern-



Source: Magic Wand Media Inc

ment of India addressed the gathering through video. He reaffirmed the ruling government’s commitment to channelising massive investments towards infrastructure as an investment in the country’s future.

Shop talk

The second session entitled “Enhancing Infrastructure Financing” was moderated by Abhaya Agarwal, Part-

ner - Infrastructure and PPP Advisory, Ernst & Young India with a special address by Kenichi Yokoyama. It featured a healthy to and fro between stalwarts of financial institutions and the infrastructure sphere on the impact of NPAs in the banking sectors, subsequent reluctance of institutions to invest in infrastructure and ways to end the fear psychosis. The panel inclu-

ded D K Vyas, CEO, SREI Finance; Suvek Nambiar, MD & CEO, India Infradebt Ltd (ICICI & Bank of Baroda); Vijay Sarma, Senior Expert, Mckinsey & Co; and Dimitrov Krishnan, VP, Sales & Marketing, Volvo Construction Equipment (CE).

The big picture

The session on “The Future of Smart Urban Infrastructure” featured a panel with Hari Prasad Hegde, Sr VP & Global Head, Operations, WIPRO Ltd; Deepak Goray, GM, Siemens; Rajesh Phadke, Chief Architect & Planner, Gujarat International Finance Tec-City (GIFT); and Angshik Chaudhuri, MD, Cisco Smart +Connected Communities. It was moderated by Sanjeev Ahluwalia, Advisor, ORF and focussed on the bigger picture of how current and upcoming trends in the industry looked to shaping the future of urban infrastructure in the country.

CCMA sees opportunity in Indian market

Su Zimeng, Executive Vice-Chairman, China Construction Machinery Association (CCMA) & Chairman, Beijing International Construction Machinery Exhibition and Seminar (BICES) said, “India is a growing economy which has fuelled the demand for construction equipment and is among the 5 most important countries for China. Thus, the Chinese companies are turning their attention towards the Indian market. The companies have all kinds of technically advanced and reliable machines required in the Indian market. EXCON is growing bigger with each edition. This time almost 80 Chinese companies are participating in the show. The responses from the customers are very positive so far.”



(From L-R) Zhou Weidong, Vice President, China Council for the Promotion of International Trade (CCPIT) and Su Zimeng, Executive Vice-Chairman, China Construction Machinery Association (CCMA) & Chairman, Beijing International Construction Machinery Exhibition and Seminar (BICES) addressing the press meet.

EXCON 2017 starts with enhanced spirit

“EXCON showcases a lot of new technologies which help us in terms of our infrastructure building. It provides a single platform where all kind of users, OEMs, government departments and private contractors can come together to gain knowledge and co-operate to build India. The industry is doing well and the government also has cleared its plans. Hence, the energy overall is high.”



Ravi Chawla MD, Gulf Oil Lubricants India Ltd

EXCON is a business enabler



Prem Raj Keshyep MD, KYB - Conmat Pvt Ltd

EXCON plays a highly important role in our business by putting us on the global map. The event has helped us in gaining recognition and acknowledgement. It has been offering us the platform to display our innovations and getting discovered by the participants. Today, we are one of the fastest growing concrete equipment companies in the world with EXCON having a massive contribution towards our growth.

SHANTILAL C. MEHTA

INTEGRITY IN EVERYTHING WE DO

SHANPARTS

FROM THE HOUSE OF SHANTILAL C. MEHTA

ITR

USCO SpA

BYG

Futura

CORAZZA

CTP

LASER ZIRH

hidrosil

STac

EATON

PIMMAKSAN

OSM

Klean-fo

统力 Tongli

Visit us at: Hall 3, B177

#HAPPENING@SHANPARTS@EXCON2017

WE ARE 70

70 Years of Spares Service



# COMPREHENSIVE PORTFOLIO OF PRODUCTS & SOLUTIONS

**Built on Quality, Reliability & Productivity**

Partnering India's Infrastructure build since 1944, TIL Limited is one of the leading providers of material handling and road building solutions in the country.

- Mobile Cranes (Truck & Truck Mounted, Rough Terrain, All Terrain & Industrial Cranes), Lattice Boom Crawler Cranes, RTG Cranes, Reach Stackers (Container Handlers), Hot Mix Asphalt Plants, Crushing & Screening Solutions.
- Alliances with global technology leaders.
- Pan-India network with unmatched Product Support.
- Setting new standards in design & manufacturing excellence.

**TIL Tractors India**

Technology Innovation Leadership



Visit us  
**TIL Stall: Outdoor OD 4**



Date:  
12- 16 December 2017  
Venue:  
Bangalore International Exhibition Centre,  
Bangaluru

## TIL Limited

CIN: L74999WB1974PLC041725

Registered & Corporate Office:

1, Taratolla Road, Garden Reach, Kolkata - 700024

Phone: + 91 33 2469 3732-6 / 6497 | 6633 2000 / 2845

Toll Free No:

**1800 266 1535**

Mktg-TIL@tilindia.com

www.tilindia.in





Product Launch

# Heavy-duty transmission for mining & oil field applications

**A**VTEC, one of the largest independent manufacturers of powertrain and precision engineered products, added one more feather to its cap by introducing its new product offering AH8700 at EXCON 2017. The AH8700 is a 1200 hp heavy duty transmissions ideal for 100T mining dump truck and oil field applications. Designed and developed at its in-house tech centre at Hosur, Tamil Nadu, the product has been validated in the harshest of Indian conditions and has unique features that ensure reduced cycle time with 7 forward speeds and 1 reverse speed, improved fuel efficiency with lock up clutch arrangement and better gradeability with optimum step ratio for effective torque utilization.



AVTEC Ltd  
www.avtec.in  
Hall: 1(Upper Level), Stall: G-199

Source: Magic Wand Media Inc

# Fuel-efficient construction equipment launched



Source: Magic Wand Media Inc

**C**ASE Construction Equipment India, a brand of CNH Industrial, has rolled out two new products at EXCON 2017 – CASE 752EX Vibratory Tandem Compactor and 770EX OL Only Loader. It has also upgraded its PRO Series Backhoe Loader. Abhijit Gupta, Brand Leader, of the company said, “The new 752EX will strengthen CASE’s leadership position in the compactor segment, in which we are the only company in India to have sold more than 10,000 units inside the country.” The PRO Series Backhoe Loader and the 770EX OL Only Loader are customized to India’s specific requirements. Addressing the gathering during the launch ceremony, Gabriele Lucano, MD & CEO, CNH Industrial India, said, “India is an extremely potential market for us, and we already have a substantial amount of investment in India. The country will witness an all-round development in the next ten years. We are proud to be a partner in India’s success story.”

CASE India  
www.casece.com/apac/en-in  
Hall & Stall: Outdoor Area OD-3

# New catalogue, website for mining spare parts

**S**hantilal C. Mehta (SHANPARTS) has launched its new catalogue and website at EXCON 2017. The company represents 14 different foreign brands in India. Suvas Mehta, Director, Shantilal C. Mehta (SHANPARTS) said, “Our theme this time is ‘Innovation at EXCON’. During last 70 years, we have been distributing spare parts for mining equipment. This time we are showing different kinds of spare parts with mind-boggling innovations on them.” Its new chain-protected tyres increase the life of mining equipment wheels by five times at a marginal increase in cost. The biggest track for mining equipment is also on display in their stall. They also have a tooth point technology on display that can replace damaged teeth of heavy mining equipment without even hammering, which is easier, faster and safer.



Shantilal C. Mehta (SHANPARTS)  
www.shantilalcmehta.com  
Hall & Stall: 3 / B-177

Source: Magic Wand Media Inc



## Unveiling of array of products



SCHWING Stetter India (SSI) Pvt Ltd  
www.schwingstetterindia.com  
Hall & Stall: Outdoor OD 28

**S**chwing Stetter India (SSI), the concrete equipment manufacturing company launched 18 new products at Excon 2017. The new products launched in 3200 sq mt space are Schwing Stationary Concrete Pump SP 1015; Schwing Stationary Concrete Pump SP 1330; Stetter Batching Plant M3 etc.

Speaking on the occasion, Anand Sundaresan, Vice Chairman & Managing Director, Schwing Stetter India Pvt Ltd, said, "Schwing Stetter is thrilled to be a part of EXCON 2017 and is eager to showcase its products this year. We believe that the massive growth in the industry will make this year's exhibition a great success." In alignment V G Sakthikumar, Managing Director, Schwing Stetter Sales & Services Pvt Ltd, said, "We have always paid attention to environmental issues and laid emphasis on indigenizing products and introducing newer product range, always keeping in mind of the customer requirements. We look forward to a remarkable EXCON 2017."

## Innovation Spree continues at TIL



TIL Ltd  
www.tilindia.in  
Hall & Stall: OD4, Outdoor Area

**O**n the very first day of Excon 2017, three products were launched by TIL. MOBILOAD 315 in the Pick-n-Carry crane segment, RT 750 a new addition to the comprehensive range of rough terrain cranes and the new Hyster-TIL ReachStacker presented by Hyster-Yale Group Inc. and TIL which has been developed specifically to meet the demands of ports and other tough container handling applications in growing markets.

The products were launched at the hands of Sumit Mazumder, Chairman & Managing Director, TIL; Pinaki Niyogy, Vice President & Chief Technology Officer, TIL and Rajesh Wazarkar, Managing Director, Hyster-Yale Lift Trucks India Pvt Ltd. Speaking on the occasion, Niyogy, said, "The launch of Mobiload, the versatile Pick-n-Carry crane epitomizing productivity, superior technology and performance, is a game changing initiative by TIL in the 15 Ton mobile crane segment." Added to this, Wazarkar said, "The new Hyster TIL® RS45 is here to set a standard in low cost of ownership. However, there is no compromise on Hyster's principles of durability and toughness."

## New Mini Excavator by Kubota launched

**S**ojitz India Pvt Ltd launched Kubota U 30 – 6 its 3 ton Class & Kubota U50 its 5 ton Class at Excon 2017. Kubota Mini Excavator is known for its durability and stability. Kubota U30-6 is a revolutionary product for Indian Market as it can handle any job with confidence. With more powerful bucket digging force it can tackle demanding jobs in a variety of conditions. With a very silent engine it makes more demanding in areas where noise pollution is prohibited.

Speaking on the occasion, Konishi Masazumi, Managing Director, Sojitz India Pvt Ltd said, "We are hopeful that the new models will even surpass the expectations of our trusted and new customers in terms of quality and performance delivery. I can proudly state that Kubota will be a value for money to our customer in terms of good returns with low downtime and less maintenance cost. It's a perfect machine which can with stand work load in rugged condition."



Kubota Corporation  
www.kubota-global.net  
Hall:3 (Lower Level), Stall: A - 53



## Concrete Plants

# Success is repeating excellence

Simem Construction & Environmental Engineering has been a regular at EXCON and has seen it evolve over the years.

"We have been participating in EXCON since 2009 and have always benefited from it in terms of out-reach it generates Pan India. Over time, we have seen increase in the visits of foreign delegates to source latest technology equipment from India. This is a big opportunity for us to have our presence in the neighboring countries," said



EAGLE

Abhishek Parasher, General Manager – Sales, Simem Construction & Environmental Engineering Pvt Ltd.

## Leveraging EXCON platform

Simem offers a wide range of products that are specifically designed for the production of concrete including Ready mix, Precast, Dam projects and massive pours, Road and basements, Turnkey solutions, Mobile solutions, Waste and soil remediation and Concrete recycling. The company has launched two new product series in this edition of EXCON. 'EAGLE' series is its latest foundationless inline bin plant in capacities of 100m<sup>3</sup>/hr, 140m<sup>3</sup>/hr and 180m<sup>3</sup>/hr. "We have been using these plants in our European market for quite some time. They have very well proven track records in terms of performance and cost-effectiveness," stated Parasher. Another is 'MOBYMIX' series with capacities of 30m<sup>3</sup>/hr, 40m<sup>3</sup>/hr and 60m<sup>3</sup>/hr with Planetary Mixer. These plants are also completely foundationless.



"Shows like EXCON give us a platform for showcasing our latest technologies to the Indian as well the global markets. The footfall has now increased manifold and we see customers from foreign countries visiting EXCON to source latest technology equipment from India."

**Abhishek Parasher**  
General Manager – Sales,  
Simem Construction &  
Environmental Engineering Pvt Ltd

**Simem Construction & Environmental Engineering Pvt Ltd**  
www.simem.com  
Hall: Outdoor Orange Lot, Stall: 46

## Road Construction Machinery

# Komatsu and L&T join hands at EXCON 2017

Komatsu along with L&T Construction & Mining Machinery, a part of Larsen & Toubro Group, have jointly set up a large pavilion in Excon 2017 in Outdoor area 75 & 76.

Komatsu has showcased its entire range of construction segment machines at the exhibition, namely, Komatsu Hydraulic Excavators models PC71, PC130, PC210, PC300, PC450 and D85 Crawler Dozer. The highlight is the first-time display of Komatsu GD535 Motor Grader with world-class features such as Komtrax machine tracking system, and PC350 Hydraulic Excavator with reinforced structures. These machines carry the hallmark of cutting-edge Japanese technology and have been very well accepted in the Indian market. PC210 Super Long Front machine is also on display along with PC71 Tunnel and PC130 Quarry variants. L&T extends complete after-sales service solutions to the wide range of Komatsu excavators for various segments and applications. L&T has put up an impressive display of its entire range of road machinery such as L&T 1190 Soil Compactor, L&T 990 Tandem Compactor, L&T 491 Mini Compactor and L&T 9020sx Wheel Loader. L&T 2490 Pneumatic Tyred Handler, L&T S315R Skid Steer Loader and L&T 5590H Hydraulic Paver will be laun-



L&T 9020sx - designed and developed by in house R&D

ched in the exhibition. All this equipment has been designed and developed in-house by L&T's Product Development Centre.

As a part of value-added services, Komatsu has also set up a Simulator room in the stall where customers could get a feel of operating the machine in simulated jobsites. An audio-visual room is set up to showcase the benefits of Komtrax, the unique machine tracking system patented by Komatsu. The recently introduced Suraksha 9000, Komatsu's unique Machine Care Program for PC210-8M0 machine, with extended power train warranty for 3 years or 9000 hours will be showcased to the customers.

This program is the first of its kind in the construction segment in the Indian market.

**Larsen & Toubro Ltd**  
www.larsentoubro.com  
Hall & Stall: Outdoor OD - 75 & 76/Yellow Lot

# Discover a faster path to smarter machines

To deliver better performance and maximum productivity in the field

To realize greater freedom and flexibility in the machine design process

To compete in an industry that's evolving faster than ever before



## The answer is Dynamic Machine Control

Empowered by Eaton

**EATON**  
Powering Business Worldwide

Visit our booth at EXCON 2017 (Hall No.4, Stall No.B39) to learn how Eaton can help you design, engineer and build better, smarter machines. Please log on to [eaton.com/DMC](http://eaton.com/DMC) or contact your Eaton representative to start the conversation.



# GREAVES INTRODUCES WORLD'S BEST LIGHT CONSTRUCTION EQUIPMENT

**Mikasa**

*Imported from Japan  
Marketed by Greaves*



- Reversible Compactor



- Tamping Rammer



- Concrete Vibrator



- Portable Concrete Vibrator



- Concrete Cutter



- Mr. Light



- Vibration Roller

**ROXAR**

*Imported from Italy  
Marketed by Greaves*



- Rock Breaker

- Drifter

TOGETHER LET'S BUILD A NEW INDIA



Power Transmission

# Vision for the road ahead

For Bonfiglioli Transmissions Pvt Ltd, the India-based subsidiary of Bonfiglioli Riduttori S.p.A., EXCON has always been an ideal platform to present its latest product offerings. Kennady V Kaippally, the company's Country Manager – Mobile & Wind Solutions, explains the role of EXCON 2017 in its present scheme of things.

The global company has made 'local to local' business model as a strategic choice. According to Kaippally, EXCON provides an excellent opportunity to showcase technologies and products that have been designed and produced in India, keeping in view the requirements of the local market. "However, we are finding resonance for these products in global market. A considerable part of our business comes from exports to places

that include developed markets of the US and Europe," he reveals.

## Product showcase

Along with exhibiting its marque products like solutions for excavators, transit mixers, road building machines, material handling machines, that have become the benchmark in the industry, and for which Bonfiglioli is well known, the company will be showcasing some of its latest products for the first time in India.

One of the products is 600F axle for electrically operated vehicles. The company supplies high-efficiency, low-noise planetary axles and drives with integrated, high-performance electric motors and low maintenance braking systems for Class 1 material handling vehicles.

## Target audience

"Our business philosophy has been to partner with OEMs who are leaders in their business and develop highly customized power transmission solutions to cater to their requirements," he informs. This must be one of the many reasons for Bonfiglioli to be the largest producer of planetary drives for mobile equipment. The company has extended the same approach to the Indian market as well, with the target audience being major OEMs operating in India.



Bonfiglioli's 600F axle for electrically operated vehicles.

## An insightful session

Bonfiglioli views EXCON 2017 as an opportunity to meet customers from different CE market segments under one roof. "We expect to interact with a broad range of customers that would result in both tangible and intangible benefits for us as well as them," says Kaippally. "The event provides the largest platform in India for interaction between end users, OEMs and aggregate suppliers of CE equipment. Such exchange offers insight into others' outlook and we benefit from having a broader perceptive on the market."



"We expect to interact with a broad range of customers that would result in both tangible and intangible benefits for us as well as them."

**Kennady V Kaippally**  
Country Manager – Mobile & Wind Solutions  
Bonfiglioli Transmissions Pvt Ltd

**Bonfiglioli Transmissions Pvt Ltd**  
[www.bonfiglioli.com](http://www.bonfiglioli.com)  
Hall & Stall: 3 / C-275

## Power Management

# Eaton's range of offerings for excavators



From hoses to fittings, pumps, valves to motors, electronic controls and software to electrical and filtration, Eaton products help make customers' machines more productive and more efficient. Eaton's open center hydraulic system, including CMJ80, HRCs, JMV and JMF motors, help customers' excavators to increase productivity significantly. Its improved HRC4 joysticks feature robust seals that endure – proven by a three-million cycle lab durability test. The design contributes to easy and precise control and delivers 50% reduction in the potential for internal

leakage. Eaton's global team includes experts in hydraulics systems for excavators, design, test, application and field service who are dedicated to solving some of the toughest challenges faced by the customers and the end-users.

**Eaton**  
[www.eaton.com](http://www.eaton.com)  
Hall & Stall: 4 / B-39

## Heavy Earthmoving Machinery

# Tyre Protection Chains

Las-Zirh of Turkey is displaying its Tyre Protection Chains with SHANPARTS Group at EXCON 2017.

Tyres of Heavy Earthmoving Machinery (Off The Road - OTR Tyres) take a huge component of cost of operating these machines.

Tyre Protection Chains made with Forged Links is a very effective solution to addressing this need. They provide protection (against wear, cuts and abrasion) and additional traction. This product reduces accidents, downtime because of cuts and punctures, and protects the tyres from getting worn. Most interesting part of Tyre Chains is the reduction in equipment breakdown due to Tyre related issues, which makes its selection and use a very simple economic decision.

It seems to be an undersold product especially where the market for Tyres is so mature and developed. In most advanced countries, Las-Zirh Chains are very commonly



Tyre Protection Chains from Las-Zirh of Turkey

used, and most of the times distributed along with OEM's Equipment as standard accessories.

Las-Zirh Chains are exclusively distributed in India by SHANTILAL C. MEHTA Group.

**Shantilal C. Mehta (SHANPARTS)**  
[www.shantilalcmehta.com](http://www.shantilalcmehta.com)  
Hall & Stall: 3 / B-177

Source: Shantilal C. Mehta (SHANPARTS)





## LARGEST RANGE OF DRIVES FOR EARTH MOVING AND CONSTRUCTION INDUSTRIES



MILLING  
MACHINES



CRANES



COMPACTOR  
MACHINES



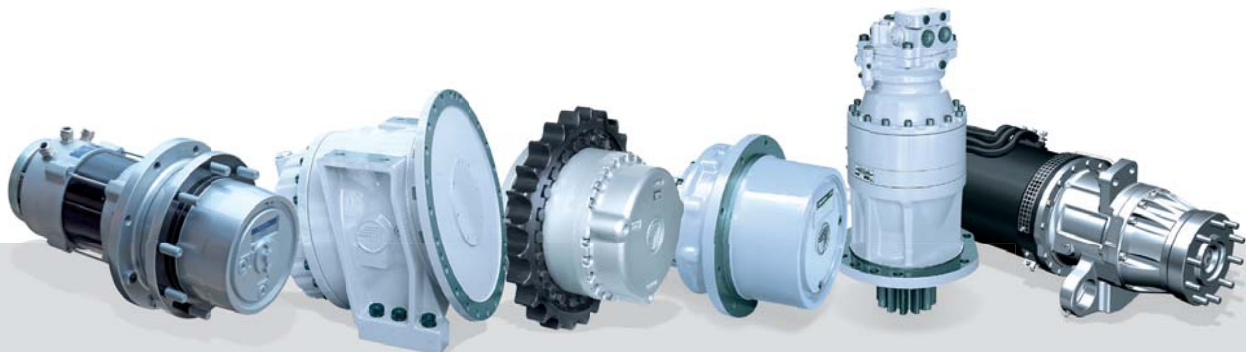
CONCRETE  
MIXERS



GRADER  
MACHINES



EXCAVATORS



### Bonfiglioli Transmissions Private Limited

Plot No. AC7-AC11, SIDCO Industrial Estate, Thirumudivakkam  
Chennai - 600 044, Tamil Nadu, India  
tel. +91 44 2478 1035  
salesindia.mws@bonfiglioli.com

[www.bonfiglioli.com](http://www.bonfiglioli.com)



# A LONG WAY TOGETHER



## EARTHMAX

RADIAL OTR TIRES

- **All-steel casing**
- **Extra-long tread life**
- **Excellent traction**
- **Superior stability**
- **Steel belts**



VISIT BKT STALL  
AT EXCON 2017  
STALL NO. - A1  
HALL NO. - 1LL



[bkt-tires.com](http://bkt-tires.com)

# BKT

GROWING TOGETHER