

EXCON 2017

Bangalore International Exhibition Center (BIEC), Bengaluru, India

DAILY NEWS

12th - 16th December 2017

Day 5



EXCON'S GROWING GLOBAL FOOTPRINT

The last four days of EXCON 2017 have been immensely beneficial for the participants. The show has had an unprecedented success in the response received so far. Foreign participation representing over 20 countries is yet another testimony to the event's growing glory.

Through EXCON, CII aims to present India as a potential global outsourcing destination for construction equipment, components and aggregates manufacturing. Since its inception in 2000, the event has grown to enjoy the status of being South Asia's largest Construction Equipment exhibition.

Foreign participation

The current edition plays host to over 925 exhibitors including 275 from overseas. There are dedicated country pavilions including leading economies like China, Germany, Italy, China, South Korea and the United Kingdom. Additionally, there has been a tremendous backing from renowned international associations like Germany Engineering Federation (VDMA); Korea Construction Equipment Manufacturers Association (KOCEMA); Confindustria Modena and UNACEA from Italy, China Council for the Promotion of International Trade (CCPIT); and Construction Equipment Distributors and Manufacturers Association of Turkey (IMDER).

Fed by optimism

A common sentiment among industry leaders, exhibitors and end-users for this year's event has been that the construction sector is finally overcoming the slump it experienced over the past few years. There has been a corresponding increase in the size and scope of the fair, and most stakeholders are hopeful for the future. "The next ten years are going to be the best decade for the Infrastructure, Spare parts, Construction machinery, and Mining industries," estimates Harish Srisrimal, Managing Director, Team Commotrade Pvt Ltd. They represent the brand Zoomlion, a Chinese construction machinery maker with a strong presence in Agriculture. Su Zimeng, Executive Vice-Chairman, China Construction Machinery Association (CCMA) & Chairman, Beijing International Construction Machinery Exhibition and Seminar (BICES), says, "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



“Italian Companies are highly satisfied with the show, and they look forward to take part in EXCON 2019.”

Davide Ansaloni
International Spokesperson
Modena
Confindustria Emilia



“We see EXCON as a significantly beneficial platform to exhibit; we are receiving great response from the show.”

Ann-Marei Zwickirsch
Exhibitions - Construction
Equipment and Building Material
Machinery
VDMA



“India is a growing economy which has fuelled the demand for construction equipment and is among the five most important countries for China.”

Su Zimeng
Executive Vice-Chairman, China
Construction Machinery Association
(CCMA) & Chairman, Beijing
International Construction Machinery
Exhibition and Seminar (BICES)



“The next ten years are going to be the best for the Infrastructure, Spare parts, Construction machinery, Mining and many more industries.”

Harish Srisimal
Managing Director
Team Commotrade (India) Pvt Ltd

towards the Indian market. The companies have all kinds of technically advanced and reliable machines required in the Indian market.”

Heartening response

The enthusiasm on part of the exhibitors has been more than justified over the past few days with high footfall and the quality of leads generated.

Ann-Marei Zwickirsch, Construction Equipment and Building Material Machinery, German Engineering Federation (VDMA), says, “We see

EXCON as a significantly beneficial platform to exhibit and are receiving great response for our business. It’s exciting to witness a spike in the number of visitors this edition. Good contacts and business partners are crucial especially for small businesses and EXCON ensures you get them.”

Sharing the view, Davide Ansaloni, Confindustria Emilia, Italy, adds, “Italian companies are highly satisfied with the show in regard to the focused visitors they have received. They have found some good partners in them and, hence,

are keen to take part in the next edition.”

Moving forward

Ansaloni’s organization has been an active participant in the fair since 2005, and the members have reaped considerable benefits through it. “Over the years, many companies from the Italian pavilion have moved to independent booths in collaboration with their Indian partners they met at previous editions,” he says, “This best exemplifies the cooperation between Italian and Indian companies.”

At the end of the day, a trade fair is about generating leads that companies pursue to turn them into deals. However, at EXCON, things happen at a faster pace. “One of our members at the fair had to leave immediately to finalize a contract with an interested customer,” beams Zwickirsch.

Srisimal best sums it up, “This is our third EXCON, and our experience has been fantastic, as expected. We have added about two hundred new customers to our register.” They’re not the only ones!

THE FRUITS OF LABOR



The steering committee of EXCON 2017 is finally heaving a sigh of relief after having pulled off the show of such massive scale. Their consistent hard work and commitment has paid off with the show having achieved an unprecedented success.

Cheers to them!

Knowledge Sharing

For the smooth sailing of goods

A panel discussion on 'Over Dimensional Cargo-ODC Logistics: Heavy Hauling Next Practices' was held concurrent to the 9th International Construction Equipment and Construction Technology Trade Fair at Bengaluru.

The discussion covered the role of heavy haulers in project execution, infrastructure bottlenecks for ODC/OWC movement in the country, innovations in carriers for ODC/OWC movement and safety. Panelists shared their on-ground experience to shed light on the real-world practices.

The panel comprised Sarwan Agnihotri, Head-Marketing, Hyundai Construction Equipment India Pvt Ltd; Francis Xavier, Head of Operations, Procam Logistics; Ganesh Kamble, Head of Sales, Kloudq Technologies Ltd; Upvinder Singh, Subject Expert-Heavy Lift Transport, USS Logistics; and Vikram Sashtri, Manager of Logistics, B Fouress Pvt Ltd. It was chaired by Suhas Labde, President & COO – Projects and Engineering, NTC Logistics.



Panel discussion on "Heavy Hauling Next Practices" for ODC logistics

Knowledge Sharing

Building in the time of GST

Builders Association of India (BAI) organized a conference on RERA and GST to facilitate a conversation on construction industry issues during the ongoing EXCON 2017.

The all-India apex representative body of civil engineering construction companies, BAI has been around for over 74 years, with a direct membership exceeding 15,000 from about 148 centers. In keeping with its vision to assist Indian builders navigate legal, practical and compliance issues, BAI conducted a conference on RERA and GST on the penultimate day of the event.

Sandesh Mundra, CA and Chairman, GST Committee, BAI spoke about implications of GST for the construction industry. HN Vijaya Raghva Reddy, President, BAI reviewed the issues of real estate industry vis-à-vis taxation, NOCs, etc. Attendees were also taken on a visit to the BAI stall at EXCON 2017.



Panel discussion on "Heavy Hauling Next Practices" for ODC logistics

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Visitor's Perspective "A classic exhibition"

"We represent various companies for engineering products meant for the Aviation segment. EXCON is one of the classic exhibitions of India, which is why I never miss it. This time the number of exhibitors seems to have increased. Even though there were demonetization and other economic challenges in between, all prominent, regular exhibitors are present. That's a big thing for the industry."



TS Lakshman
GM - OTR Speciality
Cherry Agencies Pvt Ltd

EXCON 2017 touches global standard

"EXCON attracts a lot of foreign manufacturers and suppliers. That provides us an opportunity to meet them and forge connections. We do visit exhibitions in Shanghai and Guangzhou for the same reason and can safely say that EXCON matches their level. EXCON 2017 is a great success with a spike in footfalls and increase in the number of foreign stalls. This goes on to indicate that our construction machinery industry is booming."



Jinen Shah
Partner
Hem Spares Co., Mumbai

Better transportation needed

"We are going to put a slag granulation plant. Thus, I came here to enquire about the types of plants available. I have already discussed our requirements with some people, and collected three offers. As I see, EXCON 2017 has received good response from people. But organizers must ensure improvement in transportation from the main city to BIEC, the exhibition has been very nicely organized."



M Chandra Sekhar
Sr. General Manager
(Design & Development),
Srikalahasthi Pipes Ltd

Competitive pricing through negotiation

"I am here to explore all the products under one roof. This is my fourth visit to EXCON. I have already made some new contacts and noticed some new machinery that meets our requirement. The best part of the exhibition is that with various options around, we can compare prices and negotiate with the vendors."



Vimal Bihani
Proprietor
Madhu Trade Agencies

EXCON facilitates information exchange

"I am here to learn about the emerging technologies in the construction machinery field, particularly, trends in gear boxes. I now know about industry people, their brands, and my competitors. Overall the exhibition is quite satisfactory. We will visit tomorrow again and may strike some deals. Thanks to the organizers."



Akash Yadav
MR Bearing Company

It's getting bigger and better"

"My agenda to visit EXCON 2017 has been to meet suppliers of plants and machinery. Since, it's crucial to stay updated with the advancements in the industry, I had to come and witness them closely. It serves to be a great knowledge exchange platform. The exhibition this time has made leaps in quality as well as the number of visitors. I applaud the efforts of the organizers for the brilliant management of the show."



Mehul Jain
Director
Vyara Tiles Pvt Ltd

Transportation must improve

"This is the fifth EXCON that I am attending. The exhibition, as always, lives up to its expectations. However, traffic woes still exist. The organisers, with the help of the government, must address this issue. The number of golf carts for carrying passengers from one hall to another has been increased and the rest of the event is also very well organised."



Narresh Agrawal
CEO
Brickwell

"A highly organized show"

"Basically, we are contractors, but we also own hot bricks plant, fire bricks plant and crushing units. This edition of EXCON is exciting with an expansive range of latest and advanced technologies displayed. As far as my interactions with the machine manufacturers are concerned, I am glad to state that the exhibitors were extremely co-operative. Thanks to the organizers who are managing the show very well."



Nilesh D Chowrasia
Director
Chowrasia Stone Industry Pvt Ltd

No hassles at EXCON

"We deal in construction machinery and visit different exhibitions, including the ones happening in other countries, for the same. But importing machinery from other countries and selling them here involves endless formalities. EXCON gives us the provision of sourcing the required machinery from an Indian manufacturer or the one with the Indian presence without any hassle. We have already identified some machinery, which we will be selling in the coming days."



Gopal Agarwal
Managing Director
De Global Motors

Great to be here!

"We construct building interiors and were on a look out for some special kinds of aggregate grinder machines for our growing business. We acted upon our vendor's suggestion to visit EXCON and are thrilled to see such extensive range of machines and are in the process of purchasing them."



T Chidanand,
Business Development Manager
MG Construction & Interiors

The future is radialization!

Whether it is agricultural, industrial or OTR application, the ubiquitous presence of BKT tires is well known. The company has been participating in EXCON since its second edition. This time they are using the platform for displaying their steel radial range of tires.

"Our objective behind coming to EXCON was to display our manufacturing capability, competency, product range and conducting interactive sessions with our prospective or regular customers and OEMs," informed Ashok P Chhajer, General Manager – OE Sales, Balkrishna Industries Ltd.

Focusing on his company's association with EXCON, Chhajer commented, "We are so closely associated with EXCON that – I think BKT and EXCON are two sides of one coin.

While commenting on the interesting developments that he has observed in the trade fair this time, he said, "This year EXCON is extremely well-organized and the visitors' footprints are phenomenal. Tire is such a commodity for which you will not see business setting in the exhibition booth. However, EXCON always helps in generating leads, which may later be converted into business."



"We have completely focused on displaying our steel radial range of tyres, which are coming down to two wheelers from trucks and cars. I have used this platform to communicate to all visitors that: 'Friends, the future lies in radialization'"

Ashok P Chhajer
General Manager – OE Sales,
Balkrishna Industries Ltd

The company has received many leads from different states like, Karnataka, Tamil Nadu, Andhra Pradesh, Gujarat and Maharashtra. After the exhibition, they are expecting to close the deals through their distributors in the respective states. They have also conducted discussions with several OEMs for new projects.

BKT
www.bkt-tires.com
Hall & Stall: 1 (Lower Level) / A1

Hydraulic Excavator

KCEI showcases its comprehensive range at EXCON 2017

Kobelco Construction Equipment India Pvt Ltd (KCEI), one of the main sponsors of this edition of the event, is upbeat about its plans for the Indian Construction Equipment (CE) market.



This year marks the completion of 10 successful years for the KOBELCO Brand in India. At EXCON, KCEI has displayed its new 38-ton Generation-10 Hydraulic Excavator model SK380XDL for tough mining applications. The model was introduced in the Indian market just before the event. The fuel efficiency is taken to a new level and output is increased with larger heavy-duty Buckets.

KCEI has also displayed the SK220XDL-10 model introduced earlier this year. However, the focus is on the 50-feet Long-reach Attachment, which is being promoted by the company as an optional attachment for some relatively new site applications. This latest Generation 10 model has been very well received in India for its great value for money.

The heavy-duty high-performance Okada Rock Breaker will also be on display.

Kobelco Construction Equipment India Pvt Ltd
www.kobelconet.in
Hall & Stall: Outdoor Area, OD 44

Hydraulic Excavator

Apollo Tyres launches its 25-inch range



Apollo tyres has launched its 25 inch range with 14 tyres for three key applications for - Underground Mining, Ports and Wheel Loaders here at EXCON 2017.

Of the 14 products, 4 products are for the Underground mining segment for use on LHD and Shuttle cars, 3 products for Ports for use on Reach Stackers and RTG Cranes and 7 products for Wheel Loaders used in a host of applications. The tyres are being introduced in multiple cities across India and will be soon launched in the overseas markets.

Developed by the company's Global R&D Centres in Chennai and tested in world class facilities, the range focuses on delivering three main aspects to the users - superior performance for non-stop operations, long life for best return on investment and superior design to offer highest reliability.

Apollo Tyres Ltd
www.apollotyres.com
Hall & Stall: 2 (Lower Level), A9

Electronically Controlled Transmission Systems

Saving the planet

With the shift to clean fuel in the automotive industry, it becomes quite imperative for the Off-highway industry as well to come out with solutions which are more efficient and environment friendly. AVTEC has begun doing its part.

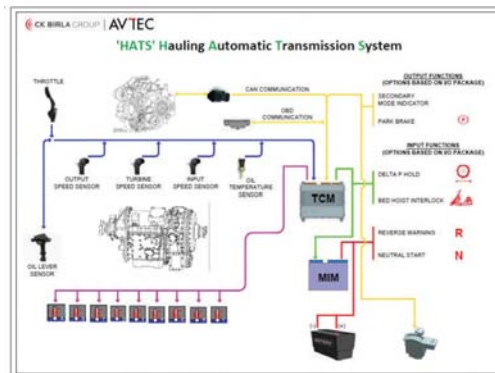
Vehicles emit about 333 million tons of carbon dioxide into the atmosphere annually, which is 20 percent of the world's total. Off-Highway vehicles contribute about 35% of this astonishing number. This makes it imperative for all OEMs in construction, mining, material handling and oil field sectors to work towards manufacturing vehicles with better system efficiency and compliant with the latest emission norms. The OEMs are dependent on their component manufacturers to help them in this regard. The powertrain manufacturers play a key role in solving this issue. The need of the hour is the use of electronically-controlled engines and transmissions which will allow the end-users to enhance the overall system efficiency with reduced losses, better monitor the vehicle performance, keep track of emissions and easily trouble shoot field issues.

The means to the end

With this key objective in mind, AVTEC, the leading supplier of high-precision cycling and hauling transmission aggregates and components for the off-highway market, has taken rapid strides towards the introduction of indigenously developed electronically controlled transmission systems. The main concentration has been to create a link between the mechanical components in the transmission with its sensors to transmission control unit and effective communication between engine and the equipment.

The solution

AVTEC's recently developed HATS (Hauling Automatic Transmission System) brings revolutionary controls with flawless communication between the engine and other systems. It deploys a real-time micro control unit with a math-optimized core, integrated with powerful peripherals facilitating high system efficiency, reliability, and flexibility allowing better interaction between electronically-controlled engines and transmissions. This system is the solution to monitoring vehicle performance and emissions better.



Source: AVTEC Ltd

The resultant of AVTEC's in-house research of over three years at its Tech Centre at Hosur, this electronic control system has been designed to be integrated with transmissions catering to mining, oil field, and the construction industry. It

HATS' advantages

- Flawless communication between the engine and other systems for better efficiency
- Can be easily integrated with telematics for data transfer
- Captures real-time data which can be used for trend analysis and easy diagnostics
- Expandable data storage by interfacing with external memory expansion unit

is equipped with features like GPS and can be integrated with telematics for data transfer and easy trouble shooting in the field which is a prerequisite for many OEMs.

The HATS system can work in vehicles with 12V or 24V electronic systems. It also comes with prognostic features, supporting the field maintenance team by providing information on transmission maintenance requirements.

HATS comes with an in-built storage memory which captures real-time data which can be utilized for creating trend analysis and diagnostics. Apart from this, it extends the storage facility by way of interfacing an external memory expansion unit.

AVTEC Ltd

www.avtec.in

Hall & Stall: 1 (Upper Level) / G-199

Hose & Hose End Fittings

Quality is a habit

Sri Ram Impex is specialized in offering only quality-proven product line to its esteemed patrons. A look at its offerings @EXCON 2017.

"We are a manufacturer, supplier, trader and wholesaler of a wide array of Hoses and manufacturers of Hose End Fittings. We have received excellent response at EXCON 2017



Kashyap Chhotai
Managing Partner
Sri Ram Impex

for our showcased products that include Hydraulic Hose Crimping machine, Low Pressure Hose Crimping machine, Skiving machine, and Roll Marking machine. We look forward to the leads getting converted to sales."



Source: Sri Ram Impex

Sri Ram Impex

www.sriramhosecrimpingmachine.com

Hall & Stall: 4 / V-646

Tête-à-tête

It's a Good Good Time!

VG Sakthi Kumar, Managing Director, Schwing Stetter Sales and Services, a regular EXCON sponsor, on why this is the best time to be in the Construction Equipment business.

"EXCON is always good but this time it's better due to the positive market sentiment. From the last to this EXCON, most of the construction machinery manufacturers have, on an average, experienced a growth of 20 percent, making everyone in the segment happy. It's rather best time to be in the construction industry.

We have launched 14 machines here at EXCON, focusing on the five areas of Urban infrastructure; Rural infrastructure; Swachh Bharat; Transport infrastructure – Roads & Highways; and Metro rails and High-speed trains, which have appealed to our customers.



Source: Magic Wand Media Inc

VG Sakthi Kumar
Managing Director
Schwing Stetter Sales and Services Pvt Ltd

Schwing Stetter Sales and Services Pvt Ltd

www.schwingstetterindia.com

Hall & Stall: Outdoor OD – 20 & 28



Confederation of Indian Industry



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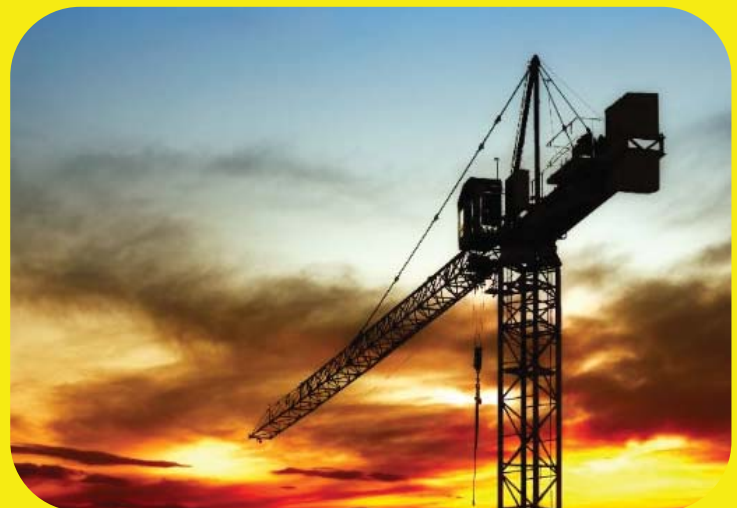
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DOMESTIC



ConMac 2019
Guwahati, Assam

EVENT HIGHLIGHTS

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www.conmac.in

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Powertrain Solutions

AVTEC launches heavy-duty transmission for mining and oil field applications

AVTEC, one of the largest independent manufacturers of powertrain and precision engineered products,



Deepak Kumar Hota, Chairman & Managing Director, Bharat Earth Movers Limited (BEM) unveiling the product at the AVTEC stall.

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

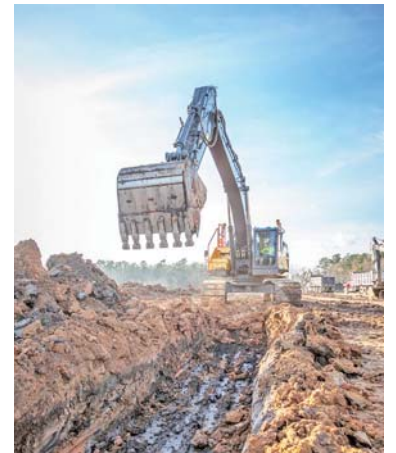
validated in the harshest of Indian conditions and has unique features that ensure reduced cycle time with 7 forward speeds and 1 reverse speed, improved fuel efficiency with lock up clutch arrangement and better gradeability with optimum step ratio for effective torque utilization. "AVTEC has been a partner of BEM for more than 3 decades now. We congratulate AVTEC for launching this new product and wish them success in all their future endeavours," said Deepak Kumar Hota, Chairman & Managing Director, Bharat Earth Movers Ltd (BEM) who formally launched the product in the presence of Prabhakar Kadappa, CEO & Managing Director, AVTEC Ltd.

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

Construction Equipment Software

Trimble Earthworks Grade Control System

The new Trimble Earthworks for Excavators Grade Control Platform is designed to help operators do more in less time. It features intuitive, easy-to-learn software that runs on an Android operating system and runs on the new 10 in. Trimble TD520 touch-screen Android display. The software was created in collaboration with construction equipment operators around the world, so the interface is optimized for ease-of-use and productivity. Colorful graphics, natural interactions and gestures, and self-discovery features make Earthworks intuitive and easy to learn. Earthworks allows data files to be transferred to or from the office wirelessly and automatically so one always has the latest design. Using the Android operating system, other useful applications can be downloaded. And for more flexibility, the Trimble Earthworks can be used on third-party Android tablets.



With the software, one can now take advantage of the first integrated 3D aftermarket grade control automatics for excavators. Excavators can work semi-automatically, allowing operators to create smooth, flat or sloped surfaces more easily.

Trimble
www.construction.trimble.com
Hall & Stall: 4 (Lower Level) / L-304

Tête-à-tête

EXCON, the Right Place at the Right Time

S Sakthi Kumar, MD & CEO, thyssenkrupp Forged Technologies - India Region, is upbeat about the coming times for the industry.

EXCON is just the right place to be when the time is opportune for the industry to grow phenomenally. The event has garnered overwhelming response and has, yet again, been successful in exceeding our expectations. People from overseas have been comparing the event with the globally best and ranking it better. This is a true achievement. It's before long that



Source: Magic Wand Media Inc

we graduate from being South Asia's biggest to Asia's biggest. The industry leaders must make the most of the good times and its opportunities with the aid of projects for Smart Cities, New Ports, Road Infrastructure Development and Railways etc. rolled out by the Central Government. Since we can conquer anything we set our mind to.

thyssenkrupp Forged Technologies - India Region
www.thyssenkrupp-india.com
Hall & Stall: 1 (Lower Level), Stall: D-135

Scaling New Heights

Jayanta Ray, General Manager - Industrial & OEM, GS Caltex India, briefs us on the company's strengths which are precisely the reasons for its success.

GS Caltex (GSC) is a Fortune 500 Fully Integrated Oil Company. R&D is the core strength of GSC, the facility for which is near Seoul, South Korea and which has developed many award-winning lubricants to forge partnerships with major OEMs and key accounts.

In many industrial applications, oils formulated with GS Caltex premium base oils can dramatically improve performance over Group I formulations – with minimal or no cost increases. Due to the chemical and physical properties of GSC Group II base oils, lubricants blended with them can withstand tougher operations and environments, including higher operating temperatures, smaller sumps, higher power densities, longer drain intervals, lighter materials, and more compact designs than their Group I counterparts. Whether grease for bearings in vehicles and machinery, or hydraulic oils for all sorts of applications or engine and gear oils for all the vehicles operating on construction sites – GSC is the single source for the world class lubricants.



Jayanta Ray
General Manager – Industrial & OEM, GS Caltex India

G S Caltex India Pvt Ltd
www.gscaltexindia.com
Hall & Stall: 4 (Lower Level)/S 542

Two-pronged benefits

Shandar Alam, Director - Sales & Services, Vehicle & Hydraulics Business - India, Eaton Fluid Power Ltd shares his experience at EXCON and the reason Eaton keeps returning to the show.

Source: Source: Magic Wand Media Inc



“EXCON over a period of time has seen lot of new entrants coming in. People now wait for EXCON to launch new products. The show is thus evolving and becoming better and better. It's a great platform for introducing or launching new product.”

Shandar Alam
Director – Sales & Services,
Vehicle & Hydraulics Business – India,
Eaton Fluid Power Ltd

We have been participating in EXCON for at least a decade. This year the market seems to be doing really well with renewed focus from government on infrastructure development, roads etc. We are very bullish and optimistic about the construction market this year and this growth projecting into the next two years.

EXCON has been a great platform in more than one way. Firstly we see new customers and interact with them. Secondly, we get a glimpse of the new products and technology they are bringing in, so we as component supplier get our sales ready for that. One of the key activity that we do is to go to the stalls of our OEMs, to see what are the new technology, what are the pain areas, whether they are looking at growing their businesses and what support we can provide as component manufacturer.

Eaton
www.eaton.com
Hall & Stall: 4 / B-39

Tailored Aftermarket Solutions

At Excon 2017, Quest Informatics unveiled their new comprehensive engagement model, Build Operate and Transfer (BOT). The aftermarket system confers clients the benefit of outcome based change management owned and directed by Quest, as well as lower Total cost of Ownership (TCO). BOT engagement involves an as-is audit, process redesign, solution deployment, maintenance, continuous improvements, governance structures and transfer stages.

Quest offers BOT engagement for aftermarket areas like Warranty management, MARC, Field service management, Dealer management, Loyalty & Campaigns and Remanufacturing. The Bangalore-based IT services and solution company hopes to garner interest from European, Asian, American and Middle-Eastern markets, besides the Indian aftermarket ecosystem.

Quest Informatics
www.questinformatics.com
Hall & Stall: 1 (Upper Level) / H208

Couplings Creating Excellence

Since 1980, UNITREAD has been pursuing a professional approach to its business and now excel in Hydraulic segment of Fluid connectors with its comprehensive range of Quick Release Couplings to cater to farm equipment, tractor's attachments, earth moving, mobile, mining and industrial machinery markets. The company offers custom-made couplings for military and aerospace applications in different materials to suit the applications. Machine shop, press shop, plastic molding needs quick changeover of the shop floor to reduce idle times and least machinery breakdown. These issues can be addressed by UNITREAD valve type or flat face series.

United Tyrekratts Pvt Ltd
www.unitread.co.in
Hall & Stall: 4 (Lower Level) / 324

Precast Line Products

Being among the best

Chander Dutta, Managing Director, Elematic India Pvt Ltd, on the company's offerings at EXCON 2017.

Elematic is making its presence felt at EXCON by launching a new Sys-

tem of wall production called the KVT which falls into the SEMI automated system of precast wall production, allowing economical start-up. “The KVT system has a production capacity of 350 mt2-600 mt2 /day production capacity,” informs Dutta. Using a single multifunction wagon that has Compaction and Tilting function, one can handle a line

of 20 walls with minimum manpower and using a remote control. This also allows to have a portable system of wall production that can be used in both offsite and onsite construction projects. “This is in addition to our precast line products such as Hollow core slabs and Acotec Partition walls technology,” he adds.

Elematic India Pvt Ltd
www.elematic.com
Hall & Stall: 4 / T-580



Source: Elematic India

“The show attracts the who's who of the construction industry and is the best place for gaining visibility in the Precast industry.

Chander Dutta
Managing Director
Elematic India Pvt Ltd



Source: Elematic India

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Construction Lighting Solutions

Lighting the path

Amit Paul Singh of ASKA Equipments wants to leverage maximum the important EXCON platform by reaching out to its target audience present at the event.

Trade shows like EXCON are important B2B & B2C platforms for promoting our products and technologies to the global markets. We plan to introduce a new portable range of Light Towers for India & MENA Region for verticals including Roads & Highway Constructions, Infrastructure Development Projects, Metro Projects, Solar Power Plant Projects, Cement Production Plants, Dam Construction Projects, Flyover & Bridge Construction Projects and Railroad Construction Projects.



Source: ASKA Equipments Ltd

ASKA Equipments Ltd
www.lighttower.in & www.askagroup.com
Hall & Stall: Outdoor Area OD-122 / Green Block

Electronic Solutions

Getting Future Ready

Aiyappa PM, Sales Manager, Wuerth Elektronik India - ICS, believes that EXCON facilitates reaching out to the target customer.

"Wuerth Elektronik India - ICS is global company and Electronic solutions provider to Off road and other Auto segments. We have taken part in EXCON before where we demonstrated our products and were able to position our technology-based products in Construction Equipment segment. Shows like EXCON help us understand the current and future requirements of our customers and enable us to create products accordingly. At EXCON 2017, we are set to introduce a few technology-based products like CANFUSE, ANACANA & PADICADO, and reach out to all our target customers, the main advantage to be leveraged at the event."



Source: Wuerth Elektronik India Pvt Ltd-Unit 3, ICS

Aiyappa PM
Sales Manager
Wuerth Elektronik India - ICS

Wuerth Elektronik India Pvt Ltd-Unit 3, ICS
www.we-online.com
Hall & Stall: 04 / H-216

Mining Buckets

SHANPARTS offers CORAZZA Italy buckets for extreme mining conditions

CORAZZA Srl of Italy has been working in India with Shantilal C. Mehta SHANPARTS Group serving the Heavy Earth Moving Machinery industry with its quality assured Buckets that are

aims to improve productivity of its customers' machinery, while reducing their costs. Equipped with the know-how that befits its experience of 45 years in bucket production, CO-



Source: Shantilal C. Mehta (SHANPARTS)

ideal in extreme mining conditions. The company has been receiving rave response for the product due to its ease in maintenance and the high efficiency it offers.

The Italian company also provides tailored solutions to its mining customers on each specific requirement since it

RAZZA designs and manufactures its attachments to exact specifications of its customers. Mining Buckets made by CORAZZA are on display at SHANPARTS booth at EXCON.

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

Construction Equipment

Building for the Future

One of the pioneer US brands, CASE has, for the longest time, been solving Earthmoving challenges with equipment and helping enhance the construction industry.

According to Abhijit Gupta, Brand Leader & Managing Director, CASE India, a platform like EXCON attracts participants and visitors from all over the country as well as eminent industry players from across the globe. It gives the CE industry players an opportunity to connect with the peers, ancillary industry representatives, potential customers and industry stalwarts.

At EXCON 2017, CASE is displaying for the first time its 2050M Dozer and 1107EX Soil Compactor. It is also showcasing its entire gamut of products currently available in Indian market. The company is also introducing some of its latest new products: the 752EX Vibratory Tandem Compactor, 770EX OL Only Loader, and upgraded Pro Series Tractor Backhoe Loader.



"EEXCON is the most anticipated and sought-after event in the CE industry in entire South Asia. 2017 edition is anticipated to be even more special as it marks the revival of the Indian CE industry."

Abhijit Gupta
Brand Leader & Managing Director,
CASE India

CASE India
www.casece.com/apac/en-in
Hall & Stall: 1 OD-3



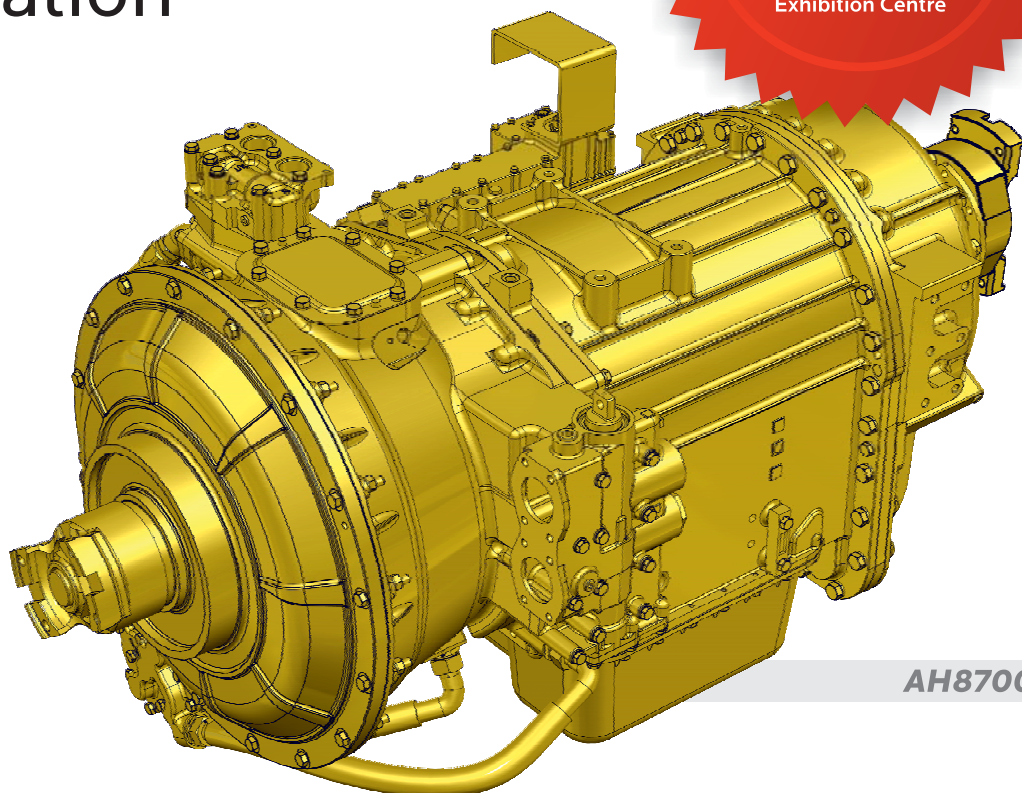
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