

Host State



Sector Partner



EXCON 2017

Bangalore International Exhibition Center (BIEC), Bengaluru, India

DAILY NEWS

12th - 16th December 2017

Day 3

Organised by



Confederation of Indian Industry

“Red Tape to Red Carpet!”

Speaking at the inaugural session of a day-long conference on Next Gen Infrastructure, Hon'ble Minister KT Rama Rao, Minister of IT, Municipal Admin & Urban Development, Industries & Commerce, Public Enterprises, Sugar, Mines & Geology, NRI Affairs and Hon'ble Minister RV Deshpande, Minister for Large and Medium Industries, Government of Karnataka, made strong cases for investing in their respective states.



Hon'ble Minister RV Deshpande, Minister for Large and Medium Industries, Government of Karnataka addressing the conference audience at EXCON 2017.

America is rich because we have good roads, and not the other way round,” said Hon'ble Minister Shri KT Rama Rao, quoting the late US President JF Kennedy -- words that aptly encapsulate the importance of infrastructure in the growth of a nation.

Shri Rao holds many offices under the first elected government of the newly formed state of Telangana. He is Minister of IT, Municipal Admin & Urban Development, Industries & Commerce, Public Enterprises, Sugar, Mines & Geology, as well as NRI Affairs. At the inaugural session of the conference that coincided with the ongoing EXCON 2017, Shri Rao vigorously

advocated industrial investment in the young state.

Going the extra mile

Under the maiden government, Telangana has been losing no time in ramping up the state infrastructure as a measure towards economic and social advancement. The Hyderabad Metro, unveiled only last month, is unparalleled in both -- scale and extent of the private stake in PPP, a project of its kind.

Highlighting the state's drive towards enabling development, Rao listed several policy initiatives designed to encourage industries setting shop in the state. “We welcome manufacturers to come

and set up manufacturing ancillary units. We have moved away from red tape to red carpet to attract our investors in the state,” he remarked. He further added, “As part of Telangana Government's industrial policy, the entrepreneurs seeking to set up their manufacturing facilities do not require government permission. If their project is complete and the land is approved, their certification process would only take 15 days. Telangana today is ranked number one in the Central government's index of the ease of doing business.”

Ahead of the curve

While Telangana offers the prospects of a fresh approach to

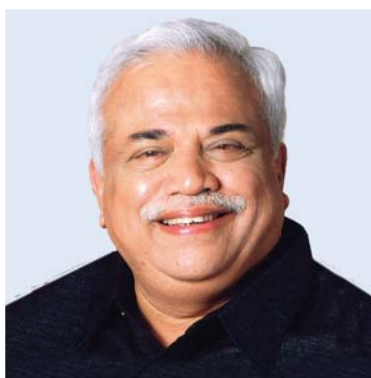
business from a newly carved state, its neighbor, Karnataka boasts the confidence of a state that has long been in the business of making business easy.

Shri RV Deshpande, Hon'ble Minister for Large & Medium Industries and Infrastructure Development, Government of Karnataka, said, “Creation of human resources is the biggest challenge in the present day. We have urged the infrastructure industry captains to create good jobs. We have already created more than 13 lakh jobs by September 2017 and 5 lakh more jobs are in the pipeline. I also encourage the industry to invent and invest in Karnataka and promote the ease of doing businesses.”



“Both Government and Private sectors need to come out with a Jugaad model, among others, to create more robust infrastructure. We welcome manufacturers to set up manufacturing ancillary units.”

Hon'ble Minister, KT Rama Rao, Minister of IT, Municipal Admin & Urban Development, Industries & Commerce, Public Enterprises, Sugar, Mines & Geology, NRI Affairs, Government of Telangana



“Infrastructure is the key for economic, social and human resource development. It's a key and priority area for the state.”

Hon'ble Minister RV Deshpande Minister for Large & Medium Industries and Infrastructure Development, Government of Karnataka



“CII EXCON becomes the platform for domestic and global OEMs to exhibit their breakthrough technologies and services. Very importantly, small and medium industries, component manufacturers exhibit technologies and are part of a global supply chain.”

Vipin Sondhi Managing Director & CEO, JCB India Ltd Chairman, EXCON 2017



“Southern States play a very key role in the growth of construction industry, which is currently growing at about 15 percent per annum.”

Arvind Garg, President Indian Construction Equipment Manufacturers' Association (ICEMA)

Commending the Central Government's 'Make in India' programme, Shri Deshpande added, "We started making in Karnataka back in 1950s since Bosch came to India. If you look at the experience of major companies who have come to Karnataka, you will see they get rich dividends and are more likely to prosper."

Focus on innovation
Zooming out on disruptive technologies impacting businesses

around the world, Rao said, "Innovation, disruption, or 'jugaad' as we call it in India, is the only way forward. We are a start-up state and the newest, youngest state, which is always highly receptive to new ideas. We'll be happy to work out a model where we can work with the industry, and even create customized incentive packages for serious investors."

Recounting Karnataka's long-standing bonds with innovation, Shri Deshpande pointed out that the

state is a leading start-up hub not just in India, but also in the world.

Infrastructure at core
"The way forward is going to be through infrastructure opportunities," observed Shri Rao, "India is in fact still a third world country. For us to move into the second world rung, we have to get the infrastructure right."
"Infrastructure is the key for economic, social and human resource development," seconded

Shri Deshpande, speaking for Karnataka, "It's a key and priority area for the state."

Arvind Garg, President, ICEMA in his address, said "Shri Deshpande is the one who is trying to drive Karnataka towards Next Gen. We also are in the presence of a minister from Telangana who is very passionate for this industry. In terms of 'Make in India', southern states play a very key role in the growth of construction industry."

Visitor's Perspective
Host of technologies under one roof



“I am a dealer of Parker and came here on their invitation. A few other companies also invited me to visit this exhibition. This is my first visit to EXCON. This exhibition is very good to develop contacts. I have also seen several new

technologies here. The arrangement is very good and there are various technologies on display under one roof – which is the biggest advantage.”

Arvind Gadge, Director AR Crystal tech-solutions Pvt Ltd

Have an
Interesting
Story
to share

arunima.nath@magicwandmedia.in
murali.sundaram@magicwandmedia.in
soumi.mitra@magicwandmedia.in

Magic Wand

Visitor's perspective

EXCON draws visitors from far and wide

Once again testifying EXCON's influence, effectivity and penetration in the country, a group of top executives from T.K.Engineering Consortium Pvt Ltd, a construction company from Arunachal Pradesh showed up at EXCON's venue in Bengaluru.

Once again testifying EXCON's influence, effectivity and penetration in the country, a group of top executives from T.K.Engineering Consortium Pvt Ltd, a construction company from Arunachal Pradesh showed up at EXCON's venue in Bengaluru. The group has travelled over three thousand kilometres just to attend the premium construction show. Throwing light at the significance of EXCON RatuTechi, Managing Director of the group shares that Arunachal Pradesh is now experiencing a new wave of infrastructure (road construction) development. Around 600 to 700 km of road is to be constructed in the state soon.

Why EXCON?

Altogether 15 executives of the company are visiting EXCON 2017. The MD was accompanied by Tech Tara, Director; Bora Ete, Technical Director

& Principal Advisor; TotuTechi, Director; and PK Roy, General Manager among others. "EXCON Guwahati was very good for us, and we found a lot of products that fit our requirements," Tech expounds, "EXCON is a very good platform where we can meet the construction equipment manufacturers directly, which is often not possible through e-mail and long-distance communication. We can better understand the technologies on display through the live demos. We can check the products physically, and have our doubts addressed through elaborate, face-to-face discussions."

Fruitful interactions

"So many big construction equipment manufacturers like CASE India, JCB India Ltd, Volvo Group India Pvt Ltd and concrete machinery companies are demon-



Fourth from left: Ratu Tech, Managing Director, T.K.Engineering Consortium Pvt Ltd and his team member visiting EXCON.

strating their machines here," Tech adds, "All the manufacturers have been very responsive. I feel the most important gain for us is excellent interaction." T.K.Engineering Consortium Pvt Ltd has more than 1500 machines, so the company always needs several spare parts. Tech said that they had placed many orders the exhibition, and expect to procure

more over coming days. This is the third edition of EXCON that they are attending. "The show this year is much bigger, better organised and impressive than the previous editions we have attended. Those who are engaged in the infrastructure sector must visit this exhibition, where everything is available under one roof," Tech concludes.

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Knowledge Sharing

Appraising Disruptions

On Day 2 of EXCON 2017, the Confederation of Indian Industry (CII) and Indian Construction Equipment Manufacturers' Association (ICEMA) jointly organised a Conference On Next Gen Infrastructure with a focus on the key infrastructure projects in the country, present trends and implementation status of the projects, role of construction equipment manufacturing companies for nation building, and upcoming new technology. The Theme for the Conference was "Scalable and sustainable infrastructure building in an era of disruptive technology".

A lively inaugural programme featuring industry and government dignitaries was followed by three back to back sessions that brought various stakeholders on a common platform for exchange of ideas, knowledge and constructive feedback.

Public Sector avenues

The session on "Government Projects – The Key Enabler" featured representations from major infrastructure segments under the Government of India where PPPs can open a world of opportunities for the industry. V L Patankar, Former DG & Special Secretary, Ministry of Road Transport & Highways and Col N Balamurugan, Director, Border Roads

Organisation, spoke on the state of affairs in Roads & Highways. Railways were represented by SK Dhiman, Executive Director, Rail Vikas Nigam Limited, while Joy Rajan, Chief Marketing Officer, L&T Smart World and Communication, spoke for Smart City Projects.

Patron concerns

The second knowledge session of the day was titled "Infra Development – Voice of Customers", featuring a panel discussion moderated by S Chandramouli, COO, Feedback Business Consulting. The panel comprised Nitin R Patel, Executive Director, SADBHAV Group; Anand Sancheti, Director, SMS Infrastructure Ltd; Ranjit Manjarekar, Vice President, Tata Projects Ltd; Srikant Kulkarni,



Industry experts deliberating upon the ways to accelerate infrastructure growth in the country at the conference.

Sr Vice President, Sobha Ltd; B P Pandey, Vice President, JSW Steel Ltd; and K Vijay, Vice President, ICEMA.

Galvanizing for future

The final and perhaps most intensive session of the day, titled "Future Technologies - Its impact on const-

ruktion equipment industry" featured presentations by industry representatives on technology trends and best practices from their own companies. It covered a gamut of subjects from Innovative technologies in Earthmoving Equipment to Metal 3D Printing and many more.

Smart Initiatives

EXCON pushes its limits this edition

EXCON has implemented certain initiatives that will set a benchmark in its role to build bridges among all the elements of the industry.

EXCON organizer, CII, is working towards bringing in a big shift to the way EXCON has been operating so far. With some serious out-of-the box thinking has emerged some innovative ways that will help filling in the gap and strengthening the event's relation with its stakeholders.

Going virtual

A virtual platform has been developed to extend EXCON 2017 by 60 days. The Expo Extender Platform will serve as an effective way of having an extended value for the exhibition by reaching out to the visitors beyond boundaries. "The idea for the virtual platform emerged as a solution to people missing the show due to unavoidable reasons. The plan is to run it 10 days after EXCON 2017 gets over. The platform offers one the facility to witness the products and technologies that were showcased at the show. It's also an interactive



Source: Magic Wand Media Inc

"The idea for the virtual platform emerged as a solution to people missing the show due to unavoidable reasons."

Virendra Gupta,
Deputy Director General, CII

platform that allows selling and buying. explained Virendra Gupta, Deputy Director General, CII. The platform will be an E-marketplace showing a virtual form of a booth along with its products, information,

videos, technical sheets, sales pitches and contact. With its installed 'Click Through' algorithm, the exhibitors can have an accountability on the count of visitors and the time they spent on the pages. They can connect with customers in real-time, overcoming geographical barriers. It is ideal for those who missed the expo, visitors who attended but could not visit all booths, and for those in need of additional understanding. The platform offers them the liberty to choose their place and time to explore exactly what they need and share with their team.

Forging industry - academia ties

"Academia has often felt the need to interact with the industry and to get acquainted with the practical scenario," said Gupta. With the aim to build the bridge between the industry and academic institutes, the Academia Pavilion has been

New Initiatives

- ▶ Global CEO's presence
- ▶ Virtual Exhibition
- ▶ Enhanced signage's with three different access to the venue
- ▶ B2B Meeting Platform and Pre-Fixed B2B Meetings
- ▶ New Product Launch Platform
- ▶ Visitors Registration at Select Locations, Hotels & Airport
- ▶ Newsletter in International Standard
- ▶ Shuttle service for visitors for the outdoor area using Battery Vehicles
- ▶ Special assistance for handicapped visitors
- ▶ Academic Pavilion with Free Space for Academia
- ▶ Wi-Fi for all

created. "This is to encourage interaction between the two entities and forge a strong connection. It will also help showcase the innovations and R&D happening at the institutes so that industry can benefit from them," added Gupta.

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Product Launch

Eicher takes service support to the next level

Eicher Trucks & Buses, the leading brand from VE Commercial Vehicles, is showcasing its entire range of Heavy-duty Pro series trucks for Construction & Mining at Excon 2017. It includes the flagship Pro 8031XM tipper and Pro 8049 Tip Trailer for Const-
 ruction, which is pushing the limits on service levels, setting a new benchmark in Construc-
 tion segment.

The trucks deliver superior fuel efficiency, which is the brand's hallmark backed by unique 'Fuel
 Coaching' that provides real-time guidance to the driver to drive in the most efficient way. Eicher
 Live telematics help the customer take informed decisions to save fuel and increase profitability.

Vinod Aggarwal, Managing Director & CEO, VE Commercial Vehicles said, "EXCON is a great opportunity to meet our customers and showcase our full range of products. Since we are always keen on providing value-added service to our customers, we have launched EOS App, an App-based service, which will enable the customer to reach out to the service van in case their trucks breakdown on the highway."

VE Commercial Vehicles Ltd
 www.vecv.in
 Hall & Stall: Outdoor Area, Orange Lot, OD6

BEML unveils its new Wheel Loader



BEML Ltd, a Mini Ratna Category-I Public Sector Company under the Ministry of Defence, has launched 5.4 ton, 3.1 cum bucket Wheel Loader BL30-1 at EXCON 2017.

Designed and Developed by BEML R&D, the Wheel Loader was unveiled by Amitabh Kant, CEO, Niti Aayog, Government of India; in the presence of Deepak Kumar Hota, Chairman & Managing Director, BEML; Shobana Kamineni, President, CII; BR Vishwanatha, Director (Mining & Construction), BEML; and RH Muralidhara, Director (Defence), BEML.

BL30-1 Frontend Wheel Loader is designed for maximum equipment utilization, with best-in-class fuel efficient engine, ergonomically designed cabin for superior production performance. This wheel loader is suited for various loading applications and provide higher return on investment.

Apart from this, BEML is also showcasing other construction equipment such as BG605I and BG405A Motor Graders, BE220G Hydraulic Excavator, BL9H Backhoe loader in the exhibition.

BEML Ltd
 www.bemlindia.com
 Hall & Stall: Outdoor Area 19

JCB's largest 'Made in India' machine with world's first features



JCB India Ltd, India's leading manufacturer of Earth-moving and Construction Equipment is the first manufacturer in the world to offer an Easy Shift Automated Manual Transmission (AMT) on a Backhoe Loader. It allows gear shifting to take place with no operator effort through a rotating knob below steering wheel thus, replacing the gear lever. It is packed with 30 new innovative features, including 15 industry firsts, and five worlds' first such as an SOS switch, Economy and Power Mode, Guide me home, Smart App machine Diagnostics. Its largest 'Made in India' machine – the JCB 380LC Xtra, a 38T Tracked Excavator, comes with a powerful engine and its hydraulic performance gives the power to do more than expected. The wide range of heavy duty buckets can be used as per different applications and strata to maximise output which is available from 1.4 to 2.3 cu.m. Power boost feature increases hydraulic system pressure to provide higher digging force and lifting capacity when needed.

JCB India Ltd
 www.jcb.com
 Hall & Stall: Outdoor Area - 1&2 and Indoor _ A8

ECE unveils India's safest Pick-n-Carry Crane

Eicher Escorts Construction Equipment (ECE), the construction and material handling equipment manufacturing arm of Escorts Ltd, launched India's safest Pick-n-Carry Crane, CT Smart 15 at EXCON 2017 along with best-in-class Soil Compactor 3212 in 12-ton class and upgraded Hydra series Pick-n-Carry crane. The newly launched Crane has unique anti-toppling and anti-lifting features that provide enhanced safety on the site. Developed with indigenous R&D, in sync with "Make in India", it has a turning radius of just 6 m. This crane provides Auto De-rated Load chart in articulation along with many other standard features.

Ajay Mandahr, CEO, Escorts Construction Equipment said, "Our USP is value innovation and most competitive operating costs. The demand for safer and more productive solutions has brought a zing to the construction and material handling equipment manufacturing industry and we at Escorts are fully equipped to cater to the same."



Escorts Ltd
www.escortsgroup.com
Hall & Stall: Outdoor Area, 89

SANY India launches futuristic products at EXCON 2017

SANY India, a leading manufacturer of construction, heavy machinery and renewable equipment, launched 6 clutter-breaking products in the Heavy Equipment and 2 in the Excavator segment at EXCON 2017. New launches included Heavy Equipment Pilling Rig SR285, BP HZS120, STM7, STM8, Rough terrain crane SRC750, Truck crane SPC250, Concrete Pumps and Compactor and Excavators SY500LC-9H and SY120.

Xiang Wenbo, President, NY Group, said, "EXCON is a great platform to showcase our advanced products and we look forward to new avenues post the event." Deepak



Garg, Director & CEO, SANY South Asia & SANY Heavy Industry India, said, "EXCON provides us with a great chance to highlight our might as an end-to-end provider of construction equipment in hoisting, mining, earth moving, port and concrete solutions." We are excited to launch our new range of products and are sure that these will appeal to our customers."

Sany Heavy Industry India Pvt Ltd
www.sany.in
Hall & Stall: Outdoor Area, 81

ELGi Equipments highlights its new diesel-powered compressor

ELGi Equipments, India's leading air compressor manufacturer showcases its new trolley mounted diesel-powered compressor PG 550-200 at EXCON 2017. This high productivity model comes with a pre-filter that makes the compressor more efficient and enhances life of the compressor.

Ramesh Ponnuswami, Director - India, South Asia, Africa and Middle East, ELGi Equipments, said, "With infrastructure growth on an upward trajectory and expected business visitors to cross 40,000, we look forward to this 9th edition of EXCON for significant buying interest from customers and expect to finalise a good amount of



orders during the event. Overall, we are very excited about this event." "We are a regular participant at EXCON. This platform connects manufacturers, financiers, buyers and sellers. It provides an opportunity to create awareness on new products and technologies among various stakeholders in the industry," said Anvar Jay Varadaraj, Head -Marketing and Corporate Communication, ELGi Equipments.

Elgi Equipments
www.elgi.com
Hall & Stall: Outdoor Area, 86

Puncture-proof tyres for severe duty applications

Trident International, a tyre and track specialist, is introducing at EXCON 2017 its contemporary puncture-proof tyres and technologies that reduce TCO (total cost of ownership) and CPH (cost per hour). Semi Solid Industrial Tyres are airless thus puncture proof, have an extra deep tread for long, uninterrupted service, with specially designed sidewall apertures to provide shock absorption and ride comfort. PU Foam Filled Tyres undergo Tyre Filling process in which a pneumatic tyre is injected and pressurized with a special 2 component urethane polymer in a precise proportion using a special metering pump. The polyurethane cures into a soft, resilient, synthetic rubber core replacing the air in the tyre. The resultant filled tyre is thus rendered puncture proof and maintains the required pressure throughout its service life. PU Filled tyres have a full footprint and are capable of carrying their rated load at all times.



Trident International P Ltd
www.trident-intl.com
Hall & Stall: 2 / B-18

Celebrating manufacturing creativity

Jasmeet Singh, Head- Corporate Communications & External Relations, JCB India Ltd views EXCON as a carnival of the Indian Construction and Equipment Industry.

"EXCON serves as a window to the global cutting-edge technologies and trends, and welcomes the world to discover them. This edition of the show has 172 foreign participants who have been given the opportunity to explore India's strength in manufacturing. Our country has been growing in its popularity as a hotbed for manufacturing for the past few years. This has opened up avenues for EXCON where companies like us take part and let our creation speak for itself."



JCB India Ltd
www.jcb.com
Hall & Stall: Outdoor - 1&2 and Indoor – A8

Construction Equipment

New Mobile Cranes from ACE

ACE, a leader in Mobile Cranes and Tower Cranes, has latest additions in the segment: 16XW and F210 model Cranes. Both are designed keeping in mind the two important performance criteria of higher lifting capacity and higher reach in Mobile Cranes.



The new 16XW in Pick n Move Cranes segment

Action Construction Equipment Ltd
www.ace-cranes.com
Hall & Stall: Outdoor Area 9

The 16XW, in Pick n Move Cranes segment, is powered by 60 hp Engine and Transmission and a lifting capacity of 16 ton and a maximum height of 66' / 20m. The company has pioneered in the introduction of 4 x 4 Wheel Drive Model F210, which has a lifting capacity of 20 ton and a maximum height of 19.7m. The machine has a 101 hp Engine and Transmission from the reliable Ashok Leyland Trucks.

Off-highway Solutions

Life off the highway

For AVTEC, one of the largest suppliers of indigenously designed automatic and powershift, cycling and hauling transmission solutions for the off-highway industry, EXCON has always been a vital platform to showcase its products and technologies.

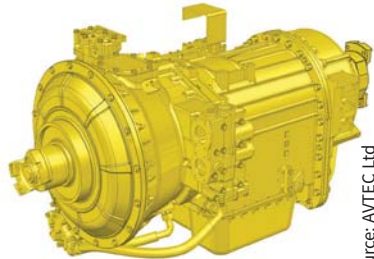
"Apart from meeting our existing customers, the platform has allowed us to identify new customers and growth areas. The exposure to a varied range of clients and global technologies has also helped us to understand the latest trends and market requirements to design, develop and manufacture transmissions, engines and components as per respective customer requirements," says Prabhakar Kadapa, CEO & MD, AVTEC Ltd.



"We intend to gather traction from large Indian and Global OEMs for AVTEC's product offerings and co-create products that the industry needs."

Prabhakar Kadapa
CEO & MD, AVTEC Ltd

Automatic Transmission System (HATS). "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," he explains. The development of HATS electronic controls, is the resultant of AVTEC's in-house research of over three years at its Tech Centre at Hosur.



Source: AVTEC Ltd

Focus at EXCON 2017

AVTEC is presently supplying its products to certain specified segments in India like mining, material handling, construction, and renewable energy. Hence, its target audience at EXCON 2017 is large OEMs in the above segments. Keeping in mind the importance of digitalization in enhancing the equipment efficiency and customer convenience, AVTEC has launched its indigenously designed electronic controls, Hauling

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

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8



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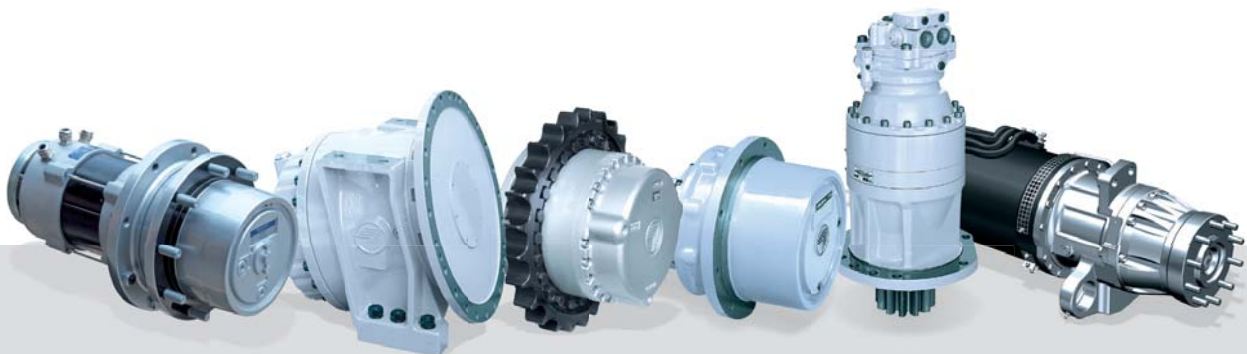
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Power Management

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The power management company is here at EXCON to showcase its differentiated products, solutions and services, and demonstrate how it can create distinct value for its customers.

"Eaton in India has always been a proponent of both, local manufacturing and offering localized solutions that perfectly fit the needs of our customers. With seven plants across India and among the largest engineering and innovation centers in Pune, we are well positioned to make what matters work for our customers," notes Nitin Chalke, Managing Director – India, Eaton Technologies Pvt Ltd. With a focus on smart technologies fueling next gen infra, Eaton sees great opportunity to connect with key stakeholders at EXCON this year with a view to further deepening its understanding of customer and industry requirements. "We expect to reach out to OEMs, construction companies, contractors, government officials, investors, finance companies, international visitors, end users who will be coming together to share their perspectives on the road ahead and how they are approaching and viewing the need for incorporating smart technologies



Nitin Chalke
MD – India,
Eaton Technologies Pvt Ltd



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

their products and discover the latest trends to prepare themselves accordingly. It has evolved and increasingly improved."

On the showcase

The showcase this year includes 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 is also displaying its solutions for excavator applications including the main pump, swing motors, track drive motors as well as hydraulic remote controls. There is a wide range of fluid conveyance offerings too.



Source: Magic Wand Media Inc

into equipment," reveals Chalke. According to Shandar Alam, Director – Sales & Services, Vehicle & Hydraulics Business – India, Eaton Fluid Power Ltd, "The scale of EXCON has grown over the years with a lot of new entrants. People await the event to launch

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

SREI joins the Government of Telangana to set up industrial park

SREI Equipment Finance Ltd, the industrial equipment finance company, is to create an industrial park for the construction machinery manufacturers in Telangana for which it is forming a joint venture with the Telangana Government. In a press conference organized by the company, on the second day of EXCON, Jayesh Ranjan, Principal Secretary of the Industries & Commerce (I&C) and Information Technology (IT) Department, Government of Telangana, informed, "This park is coming up over 500 acres at a location called Zaheerabad, which is a part of National Investment and Manufacturing zone (NIMZ) that is spread over 3,500 acres of land. This is a 50:50 joint venture with SREI. We

have already received interest on the project from three big companies at EXCON."

Hon'ble Minister, KT Rama Rao, Minister of IT, Municipal Admin & Urban Development, Industries &



(From L-R): Indranil Dasgupta, CEO, SREI; Sunil Kanoria, Vice Chairman, SREI; Hon'ble Minister, KT Rama Rao, Minister of IT, Municipal Admin & Urban Development, Industries & Commerce, Public Enterprises, Sugar, Mines & Geology, NRI Affairs, Government of Telangana; Jayesh Ranjan, Principal Secretary of the Industries & Commerce (I&C) and Information Technology (IT) Department, Government of Telangana during the press meet.

Source: Magic Wand Media Inc

Commerce, Public Enterprises & NRI Affairs, Sugar, Mines & Geology, Government of Telangana, added, "I'm quite happy that India's first original equipment manufacturers' park is coming up in Hyderabad. We are attempting to take it to the next level. We want to create a comprehensive eco-system in Zaheerabad – based on our concept LIVE-WORK-LEARN-PLAY." Sunil Kanoria, Vice Chairman, SREI, said, "Over 40 per cent of the sale of construction equipment in India happens in Hyderabad and Telangana. The industrial park will be a great opportunity for the manufacturers to come close to their customer base. We are already going to sign up a few manufacturers today. Our CEO Indranil Dasgupta will drive this initiative under our brand ATTIVO."

SREI Equipment Finance Ltd
www.srei.com
Hall & Stall: Outdoor -
Orange Lot, OD-27

Offshore Equipment

Innovation leads to progress

Ajashy Engineering Sales Pvt Ltd's unique product offerings at EXCON showcase its capacity to innovate and care about the environment.

For Adityajay Khajuria, Director, Ajashy Engineering Sales Pvt Ltd, EXCON has emerged as a great platform for the Indian equipment manufacturers, providing them the home advantage and importantly enabling the mid to small sized manufacturers to be part of such equipment extravaganza.



“EXCON offers Indian equipment manufacturers the home advantage and enables the MSMs to be part of an equipment extravaganza.

Adityajay Khajuria
Director,
Ajashy Engineering Sales Pvt Ltd



The Tree Spade

Giving back to the nature

The company is showcasing Mobile Service Van, Lighting Mast and Slope Compactor and launched Tree Spade. Ajashy Tree Spade gives a remarkable alternative to cutting the trees at road, infrastructure and construction projects. The spade, cutting through the soil, uproots the trees along with the root ball which can be transplanted at a new location, thus saving full-grown trees and contributing to the environment.

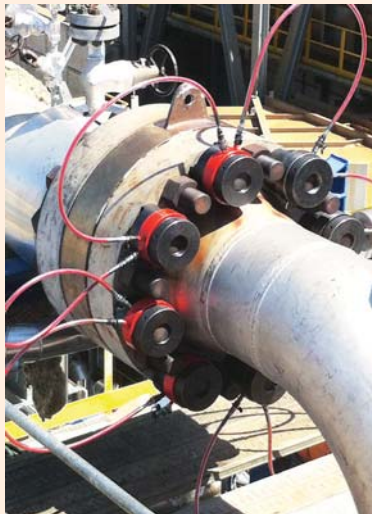
Ajashy Engineering Sales Pvt Ltd
www.ajashy.com
Hall & Stall: 4 / L-300

Bolting Solutions

Bolt it right with Hi-Force Bolt Tensioners

With methods of bolt tensioning improving tremendously over time, there are companies like Hi-Force that keep innovating to offer a comprehensive range of bolt tensioning tools.

The tensioning products from Hi-Force include STS topside bolt tensioners, SBT spring return tensioners and STU sub-sea bolt tensioners, all available in metric and imperial sizes to suit the various bolt types. Operating at



maximum pressures of 1,500 bar (21,750 PSI), the STS and SBT ranges are designed for topside operations in a variety of applications, while the STU tensioners are manufactured to suit the demanding requirements in harsh sub-sea environments. Suitable hydraulic pumps to operate the bolt tensioning range include the Hi-Force AHP275BTU and AHP2-237BTU air driven pumps as well as the Hi-Force HPX1500BTU manually operated pump.

Hi-Force hydraulic bolt tensioners are manufactured using Mori Seiki CNC machines at the manufacturing facility in Daventry, United Kingdom, using only the highest quality materials, to ensure the tolerances needed for operating at pressures of 1,500 bar are accurately maintained.

Hi-Force Ltd
www.hi-force.com
Hall & Stall: 1 (Lower Level) / C-64

Demolition, recycling and earth-moving attachments

Innovation is a constant

MBI Group is the leading manufacturer of demolition, recycling and earth-moving attachments for excavators. EXCON represents a great opportunity for the company to understand the specific trends and needs that characterize the Indian market.

According to Vittorio Chiurato, Marketing Manager, Mantovanibenne s.r.l. – MBI Group, EXCON is a vital opportunity for companies like MBI to connect with the local manufacturers and dealers in order to find new technologies, new suppliers and new customers.

“With the improvement of local regulations for environment, India is expected to grow at a surprising rate in the near future, especially in the demolition and recycling industry,” he believes.

Constantly innovating

MBI's product range is continuously developing in order to cope with new market needs, regulations

and construction technologies. “Our product line is getting more profound with the addition of three new sizes of multisystem -- the MS09, MS15 and MS22 -- all available with several sets of jaws, such as the metal shear, the new combi and the concrete crusher jaws,” informs Chiurato.



“EXCON is a vital opportunity for companies like MBI to connect with the local manufacturers and dealers in order to find new technologies, new suppliers and new customers.”

Vittorio Chiurato
Marketing Manager, Mantovanibenne s.r.l. – MBI Group



MBI has also released CR60R Combi, a concrete crusher with a blend of concrete crackers and metal shear, making it an ideal tool for demolition contractors to dismantle heavily reinforced structures such as bridges and multilevel buildings.

Mantovanibenne s.r.l. _ MBI Group
www.mantovanibenne.com
Hall & Stall: 3 / A-30

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