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Shri Nitin Gadkari
Minister of Road Transport & Highways

“Cost of construction can be reduced using disruptive technologies, waste materials, alternative fuel, and advanced equipment & machineries.”



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Larsen & Toubro



The CE industry's efforts to leverage digital technologies to provide higher value to customers will help in timely execution of projects in cost-effective modes.

Vivek Hajela, Vice President & Head- CEB

We will showcase Komatsu, Scania, and L&T brands, besides Kemroc, Rammer and Movax, through product demos and customer meetings. Furthermore, we have readied special offers on select models for Excon.

In sync with our focus on Sustainable Technology, L&T Construction & Mining Machinery and its principals Komatsu and Scania, will showcase unique product experiences at Excon.

Komatsu is the market leader in premium Excavators, and we will offer their entire range. In addition, a Scania Heavy Tipper and L&T's indigenous range of Road Machinery viz. Vibratory Compactors, Wheel Loaders, Skid Steer Loaders, and Pneumatic Tyred Rollers will be offered for customers to assess suitability for various applications.

We will also display L&T's range of attachments for Construction Equipment, including Crusher Bucket, Slope Compactor

and Rock Splitter. Rock Breakers, Piling Solutions, and Cutter Attachments from Rammer, Movax and Kemroc, respectively, will be displayed to complete the portfolio.

We plan to present customers with an immersive experience of virtual reality-based simulators of our products. An exclusive experience centre to showcase the Komtrax monitoring system and other ICT tools is on the cards. We will also showcase biofuels-based equipment.

Komatsu Excavators are now equipped with advanced ecot3 (Ecology, Economy, Technology 3) engine technology. With total control systems and components developed in-house, these advanced Excavators are versatile and deliver superior productivity reducing production costs.

The latest version of Komtrax provides a revolutionary way to monitor Komatsu equipment anytime, anywhere on the web. Komtrax provides optimal machine control and monitors health and performance. It also provides economical operation guidance for operators.

Starting with basic data like equipment location and operating hours, it provides vital operational parameters on the safety of operations and equipment's health.



Komatsu PC210-10M0 Hydraulic Excavator



L&T 1190 Soil Compactor

It also tracks load conditions, offers eco-guidance, and throws up alerts on maintenance schedules. Summarised information of all parameters in one log-in is also available for fleet owners at the click of a button.

Our products are benchmarked against global standards. They now provide various working modes for delivering better fuel economy and higher power on demand.

Variable engine speed matching, hydraulic pumps, and viscous fan clutch guarantee efficiency and precision of operation. Following significant advancements in technology, our machines guarantee higher levels of performance and efficiency in almost all applications, along with reduced operating costs, increased machine productivity, shorter servicing time, and extended machine availability for customers. In addition, we have achieved standardisation of parts across products to make spares readily available and reduce machine downtime.

Our sales and after-sales teams regularly contact customers to understand changing market trends, preferences, and updates required on existing models. Our application engineering team regularly visits customer sites to study machine applications, duty cycle performed, productivity, and fuel consumption. They then submit reports with recommendations to enhance product

performance, adopt best practices, and follow maintenance protocols to optimise operating parameters such that operating costs and downtime are minimised.

We do operate in the used equipment segment but in a limited way, and would like to expand it to accommodate customers working in smaller projects.

Contractors working on government projects were hit hard during the pandemic. Their payment cycle for completed projects was also affected, although the situation is improving. Added to this are challenges related to logistics, including a steep hike in sea freight.

The cost of manufacturing Construction Equipment has gone up considerably in the last 12-15 months due to the steep increase in commodity prices for all equipment categories. Transition to CEV-IV emission norms has additionally impacted the prices of wheeled equipment. However, the Government's focus on infrastructure growth through ambitious plans will boost demand. In addition, the CE industry's efforts to leverage digital technologies to provide higher value to customers will help in the timely execution of projects in cost-effective modes.

We do operate in the used equipment segment but in a limited way. We are hopeful it will expand in the future to accommodate new customers eager to work on local and small projects in real

estate, urban waste handling, and desilting activities. We also buy used machines, refurbish them in our Service Centres, and offer them for sale. We are, however, not in the rental or leasing space directly, but some of our customers procure machines from us and offer them on hire.

Lean manufacturing is enabling customisation, flexibility in production numbers, and reduced lead times.

Many CE manufacturers have recently moved from the established practice of batch production to lean manufacturing to roll out multiple products and models from the same assembly line. It has allowed customisation, flexibility in production numbers and reduced lead times, suiting Customers' requirements. As a result, buyers are now receiving the benefit of faster product delivery while manufacturers have managed to reduce raw material inventory costs.

An increased Capex outlay will provide the necessary impetus to drive demand for CE in the future.

Budget 2022-23 was a growth-oriented plan for the Construction Industry. It focused on Sustainability, Environment and Job creation with a strong emphasis on Capital Expenditure and sustainable infrastructure development while laying a clear roadmap toward global standards. An increased Capex outlay will provide the necessary impetus to drive the demand for CE in the future. Accordingly, we expect various segments of CE to grow between 15% and 25% in the current FY.

The announcement of an increase in planned outlays towards the Pradhan Mantri Awas Yojana, expansion of National Highways by 25,000 km, Ken-Betwa River linking project, and boost from the seven engines of Gati Shakti are important measures. These will create positive sentiments and spur economic growth to support increased demand for Construction & Mining Equipment. It will enable India to emerge as the second-largest CE market globally during this decade. The extension of the ECLGS Scheme will boost the MSME Sector. It will be favourable for many of our mid-sized customers in the Construction & Mining Machinery segment.