



# “We will launch new cranes and forklifts in next 4 years.”

In this interaction, **Alok Kumar Tripathi, President, TIL Limited**, elaborates on the company's future plans and emerging trends in the material handling equipment (MHE) industry.

## **TIL Limited recently rolled out its 400th Hyster-TIL ReachStacker from its Kharagpur facility. What does this milestone mean for TIL business?**

This milestone represents far more than a production number—it's a testament to TIL's manufacturing excellence and our successful journey in the material handling equipment industry over the past eight decades. When we began manufacturing ReachStackers in 2010, we produced just three units that first year. The fact that we have now reached 400 units, with annual production exceeding 50 units in recent years, demonstrates both market acceptance and our significantly enhanced manufacturing capabilities.

This achievement validates our strategic partnership approach with global leaders like Hyster-Yale, which has been instrumental in enabling us to integrate cutting-edge technologies while maintaining our indigenous manufacturing strengths. The fact that over 40 of these ReachStackers have been exported to markets like Australia, New Zealand, and Southeast Asia speaks volumes about our quality standards and global competitiveness. This milestone also underscores our contribution to the 'Make in India' initiative, establishing that Indian manufacturing can meet and exceed international standards.

## **How is TIL gearing up to play a pivotal role in shaping India's MHE industry?**

TIL is strategically positioning itself to play a pivotal role in shaping India's MHE industry through a multi-dimensional approach that leverages our manufacturing heritage while embracing new technologies and market opportunities.

We're actively expanding our product portfolio through strategic partnerships with global leaders like Hyster-Yale, Manitowoc, and Snorkel Europe. These partnerships allow us to bring cutting-edge technologies



**Alok Kumar Tripathi,**  
President, TIL Limited

to the Indian market while maintaining strong indigenous manufacturing capabilities. Our recent unveiling of the Snorkel A62JRT articulating boom lift and our enhanced ReachStacker model demonstrates this commitment to portfolio expansion.

In terms of technological advancement, we're focusing on incorporating IoT capabilities, telematics solutions, and real-time monitoring systems across our product range. These technologies not only enhance equipment performance but also provide valuable data that helps customers optimise their operations.

## **What are TIL's growth plans for MHE business?**

Looking ahead, TIL has formulated a comprehensive strategic plan to expand our MHE business across multiple dimensions. In terms of new product launches, we are launching new cranes, forklifts and a few unique models with several launches planned over the next 4 years. We're also enhancing our ReachStacker line with next-generation features, including advanced telematics capabilities and electrification options, building on the success of our 400th ReachStacker milestone. Our E&D team is developing specialised equipment for urban infrastructure projects, focusing on compact, versatile machines suited for the constrained spaces typical in smart city development.

Geographic expansion represents another critical element of our strategy. We're strengthening our presence in high-growth regions within India, particularly focusing on emerging industrial clusters and logistics hubs. Internationally, we're building on our successful export of over 40 ReachStackers to markets including Australia, New Zealand, and Southeast Asia by expanding our focus to include the Middle East, Africa, and other parts of Asia. These markets share many operating characteristics with India, making our equipment particularly well-suited to their requirements.

**SME**