

FUELING INNOVATION AND GROWTH IN INDIA'S MATERIAL HANDLING AND CONSTRUCTION EQUIPMENT AT BAUMA CONEXPO INDIA 2024

"As the construction landscape evolves, industry professionals are gathering at Bauma CONEXPO INDIA to explore groundbreaking innovations that address current challenges and shape the future of construction equipment. This event is a vital platform for showcasing new technological innovations, partnerships and understanding what the construction and material handling industry has to offer today."

Pinaki Niyogy
Chief Operating Officer & Chief Technology Officer
TIL Limited



What new technologies or innovations are you showcasing at Bauma CONEXPO INDIA, and how do they address current industry challenges?

At Bauma CONEXPO INDIA, we are excited to unveil high-quality equipment that exemplifies our commitment to innovation. Our partnership with Snorkel Europe allows us to introduce an advanced Aerial Work Platform that stands out in the competitive market. These platforms feature a spacious tri-entry design, accommodating more

personnel and equipment while ensuring robust performance across various applications. With a compact structure, they excel in urban environments where manoeuvrability is crucial. Safety is paramount; thus, our platforms include advanced features like load sensing systems, prioritizing operator safety without compromising performance.

Additionally, we will showcase the updated Hyster TIL ReachStacker, designed and manufactured in India for global markets. This ReachStacker boasts a new cabin design that enhances operator visibility and safety, ultimately increasing productivity by focusing on the number of

containers moved per hour. It embodies our dedication to delivering reliable equipment that meets the demands of modern logistics.

Another highlight is our advanced articulating crane, which we are currently manufacturing for critical defence applications, showcasing our engineering prowess and commitment to reliability. These innovations not only enhance operational efficiency but also align with national priorities for indigenous manufacturing under the "Make in India" initiative.



What are the key trends you see shaping the construction equipment industry in India and globally?

The material handling and construction equipment industry is undergoing significant transformation driven by several key trends:

Infrastructure Development: Initiatives like PM Gati Shakti and the National Infrastructure Pipeline are propelling demand for advanced construction machinery capable of handling larger projects with precision.

Sustainability and Electrification: There is a growing emphasis on electric mobility and sustainable practices within the industry. Equipment designed for reduced emissions and energy efficiency is becoming increasingly important.

Digital Transformation: The integration of IoT and data analytics is enhancing operational efficiency, allowing firms to monitor equipment performance in real-time, predict maintenance needs, and optimize resource allocation.

Safety: Safety and operator training is a top priority in material handling. By prioritizing safety and proper training, companies can minimize downtime due to accidents, lower insurance costs and keep employees motivated. Expect to see these advanced features and more become standard as industries work to create safer, more productive environments.

What role do you see emerging technologies, such as AI and IoT, playing in the future of construction equipment?

Emerging technologies such as AI and IoT are revolutionising the construction equipment sector. At TIL Limited, we plan to integrate IoT capabilities into our machinery to enable predictive maintenance and real-time performance monitoring. These advancements

will help reduce downtime and extend equipment lifespan by ensuring timely service interventions. We can safely say that the next 2-4 years will see exceptional changes in material handling and construction equipment being used across the country.

AI-driven analytics will enhance decision-making processes by optimising equipment utilisation and maintenance schedules. For instance, IoT sensors embedded in machinery provide critical data on operational conditions, allowing for proactive management that minimises unexpected failures. The synergy between AI and IoT can not only boost productivity but also promises to enhance safety standards across job sites. The Gainwell Group already utilises such technology in some sectors through various other brands and we are working towards ensuring TIL Limited will be able to offer such advanced features to its customers.

What role do industry events like Bauma CONEXPO INDIA play in fostering partnerships and networking opportunities?

Events like Bauma CONEXPO INDIA play a crucial role in fostering collaboration within the construction sector. They provide an invaluable platform for industry professionals to discuss challenges, share insights, and explore innovative solutions. Networking opportunities at such events lead to strategic partnerships that drive technological advancements forward.

For TIL Limited, participating in Bauma CONEXPO INDIA allows us to demonstrate our manufacturing excellence while strengthening relationships with global technology partners. These connections are vital as we collectively contribute to India's infrastructure development journey. As we navigate through rapid changes in the industry, embracing innovation is essential for success. Our commitment to leveraging emerging technologies alongside strategic partnerships positions us well to meet evolving market needs while contributing significantly to India's infrastructure growth story. Together, we can build a more efficient, sustainable future for the material handling and construction industry. ■

