

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. ■



TIL: A LEGACY OF INNOVATION AND STRATEGIC GROWTH IN MATERIAL HANDLING AT BAUMA CONEXPO INDIA 2024

"TIL Limited has evolved over 80 years from India's first crane company to a leader in material handling and infrastructure equipment. With strategic partnerships and cutting-edge technology, it continues to drive innovation and growth."

Rishabh Nair
Head of Brand, Content & PR
TIL Limited



TIL has an 80-year legacy in the industry. Please share some of the key milestones in TIL's journey that shaped its leadership in the material handling and infrastructure equipment space.

TIL Limited, India's first crane company, has built a strong legacy over 80 years in the material handling and infrastructure equipment sector. Founded in 1944 as Tractors India Limited, the company initially operated as a Caterpillar dealer. TIL made its mark in

the 1960s by partnering with Coles Cranes, manufacturing India's first mobile crane in 1962. Expanding across South Asia in the 1970s, TIL introduced key innovations, including India's first rough terrain crane in 1982 and 100-tonne truck-mounted crane in 1988. In the 1990s, TIL formed partnerships with global brands like Manitowoc and introduced advanced technologies. By the 2000s, TIL diversified into road construction and earthmoving equipment, forming alliances with Nacco Material Handling and Astec Inc. The company expanded further in 2011 with a state-of-the-art facility in Kharagpur. In 2024, TIL was acquired by Gainwell Group,

marking the beginning of TIL 2.0 with a new management vision for growth.

How has TIL's acquisition by the Gainwell Group influenced its business strategy and growth plans?

The acquisition by the Gainwell Group represents a strategic alliance that combines shared values and a vision for excellence. Under this new leadership, TIL is implementing targeted measures to improve capacity



utilisation, enhance operational efficiency, and revamp our engineering and technology portfolio.

The acquisition has significantly strengthened our aftermarket support capabilities, as we leverage Gainwell's strengths in providing comprehensive service solutions that maximise equipment uptime. We're also working on launching a new generation of products to reinforce our market-leading position, building on our 80-year legacy while embracing Gainwell's forward-thinking approach to innovation and customer-centricity.

How does TIL plan to leverage its manufacturing capabilities and expand its presence in India and international markets, especially in the context of initiatives like 'Make in India' and 'Atmanirbhar Bharat'?

At TIL, we actively support 'Make in India' and 'Atmanirbhar Bharat' initiatives through our domestic manufacturing of high-quality engineering and material handling equipment. Our strategic alliances with global leaders like Hyster and Manitowoc Crane Group enhance our

technological capabilities and expand our expertise. These partnerships strengthen our product offerings and align with India's push for increased exports.

TIL's potential as a feeder industry for large-scale fabrication and forging positions us as a vital player in the broader manufacturing ecosystem. The current rise in urban development projects and smart cities significantly amplifies the demand for our diverse product range. We also supply advanced equipment entirely manufactured in our plants to the Indian Armed Forces. Our commitment to these initiatives reinforces our role in advancing India's infrastructure capabilities while ensuring sustainable growth and innovation.

We can shed some light on the strategic significance of TIL's partnerships with leading global brands and how these alliances contribute to delivering innovative solutions to your customers

Our strategic partnerships with global leaders fundamentally enhance our technology and manufacturing capabilities. Through our collaboration with Manitowoc Crane Group USA, we have been able to offer a diverse range of imported cranes, including wheeled and lattice boom crawler cranes. Our exclusive partnership with Hyster-Yale Asia-Pacific enables us to provide high-capacity forklift trucks, empty and laden container handlers, and our widely popular ReachStackers across India, Nepal and Bhutan.

Our recent partnership with Snorkel Lifts will help introduce world-class aerial work platforms across these regions. These collaborations allow us to leverage cutting-edge technology and best practices, ensuring continuous innovation and enhancement of our product offerings. By integrating advanced features and improved designs, we deliver solutions that are efficient, reliable, and cost-effective. ■

