

SPECIAL REPORT



THE EXPECTATION FROM NEW-AGE EXCAVATORS IS THAT THEY SHOULD

PRODUCE LESS NOISE AND LESS VIBRATION

SANTOSH KOLEKAR

THE NEED FOR MORE

However, the heightened demand does not mean it is a suppliers' market. Consumers are looking for improved features, which has become a deciding factor in picking a piece of equipment over another. OEMs and equipment providers now find this as a challenge, albeit a welcome one. Offering better features and best-in-class products has become the mantra to stay ahead of the game.

Outlining a customer perspective on changing business requirements, Santosh Kolekar, EVP, projects, Panchajanya Realty, suggests that, "The expectation from new-age excavators is that they should produce less noise and less vibration. To achieve this, we have been using eco-friendly pulse plasma rock fragmentation technology at various Panchajanya project sites. This has served as an excellent alternative to conventional control blasting with numerous advantages: It produces lesser noise, vibrations and dust, thus causing noise to no impact on the surrounding areas. The resonance frequency does not overlap to the building structure, hence this technology is safe to use near a building/structure. And the best part is that it produces no gases/fumes and causes no flying of rocks, making it absolutely safe."

Volvo excavator at work for the Bengaluru airport project.



Dimitrov Krishnan, VP and head, Volvo CE India, further mentions, "Our customers appreciate the cost savings and operational efficiencies that Volvo machines offer. The EC210D, for example, features best-in-class fuel efficiency and Volvo's ECO mode. This significantly lowers fuel consumption and reduces operating costs. In addition, Volvo offers a comprehensive range of attachments for use in a wide variety of tasks. Such a broad selection of buckets and breakers allows machines to operate at optimum efficiency in any working condition. Most important, though, is the level of customer service that Volvo CE provides."

Singh adds, "Today, customers demand machines that offer the best-in-class productivity, reliability, profitability without compromising on safety and comfort. In terms of performance, our all-new 22T excavator, U52020C, is a state-of-the-art machine, comes with the gross power of 170 hp and a bucket capacity range of 0.8 cum to 1.2 cum. It is 8% more fuel efficient. With eight power modes and smart controls, this machine is 7% more productive in H+ mode. It comes with LiveLink - which ensures that customers can now manage and monitor their fleet remotely through their smartphones or mobile devices - and a conforming standard."



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