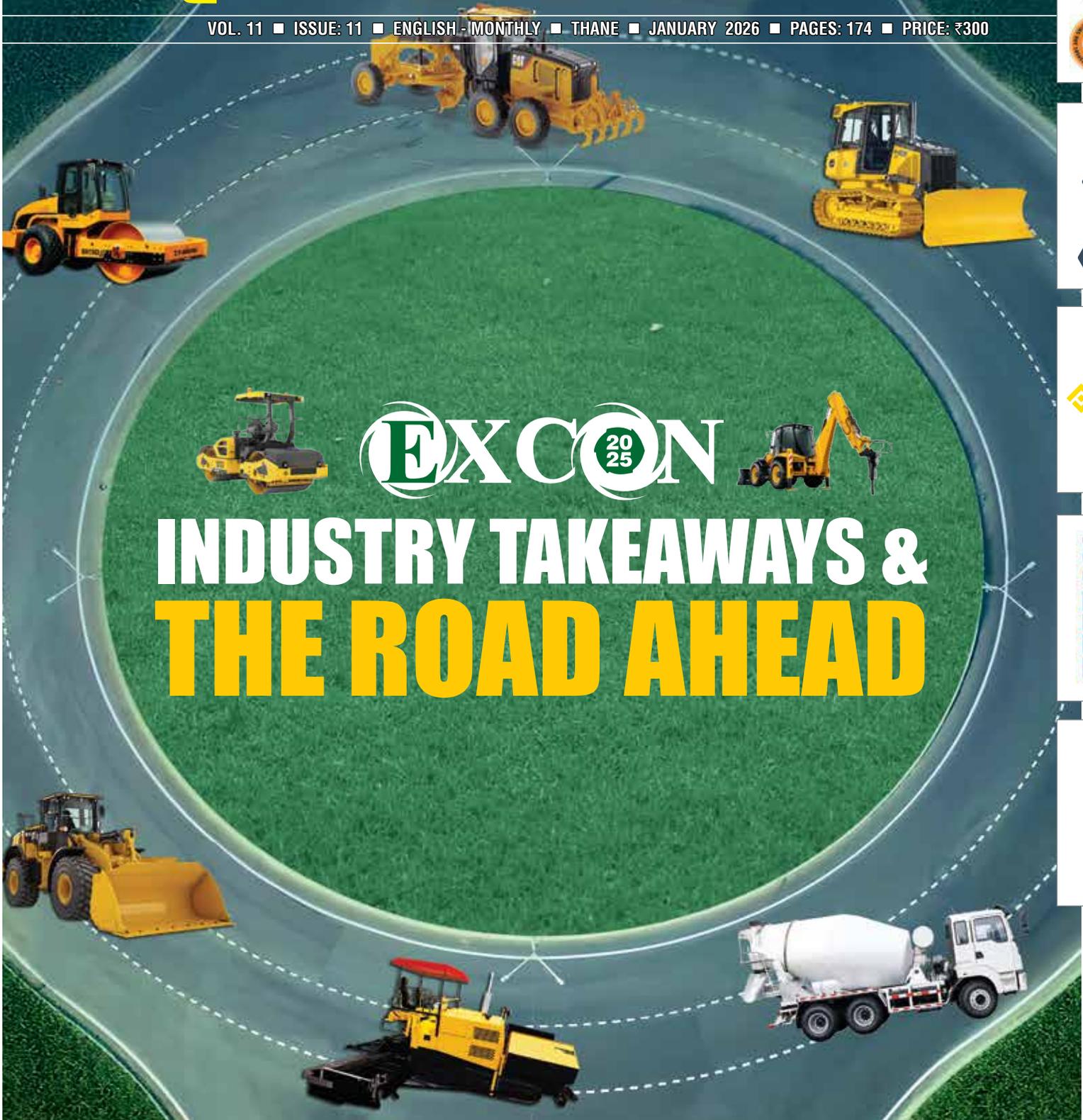


# EQUIPMENT TIMES

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## EXCON 2025 INDUSTRY TAKEAWAYS & THE ROAD AHEAD



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CE Outlook 2026



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EXCON 2025

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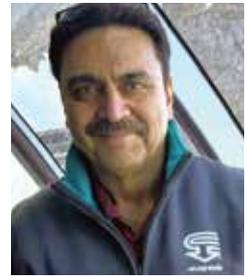
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## At EXCON, our focus was on identifying market gaps and customer needs across material handling and other segments.

**ALOK KUMAR TRIPATHI**  
Whole Time Director & President, TIL

### What is your focus for EXCON this edition?

This EXCON is very special for TIL Limited, as it marks our first participation since the new management took over in January 2024. EXCON is a premier platform for showcasing innovations and connecting with the industry, and we are excited to be a part of it.

With the current construction boom in India, TIL sees tremendous opportunities. I am delighted to share that we have launched three breakthrough, 100% indigenously built machines at EXCON 2025 under our 'Three Ka Dum' concept, which represents both our three product launches and the three-in-one capability of our headline product:

**CarryKing 515 – India's First Pick-and-Carry-On-Deck Crane:** This fully patented product embodies our "CarryKing" theme and addresses a critical market need. The CarryKing 515

single-handedly replaces three machines. Earlier, you would need one crane to pick and carry the material, then a trailer to move it, and then another crane to unload. That would require 2-3 machines and a 3-4 operator plus helper manpower combo. The CarryKing lets just one operator do all three tasks—combining pick-and-carry function with a 360-degree continuous slew capability. Safety is our top priority, and in a segment that has unfortunately witnessed numerous accidents, we believe this will be the safest pick-and-carry crane available. The machine features a 15-tonne pick-and-carry capacity at 2.5-metre radius, 6-tonne carry-on-deck capability with 7.5-metre deck length, and is ideal for shipyards, ports, construction sites, manufacturing plants, and power facilities.

**RT RST-8 – World's First Rough Terrain Empty Container ReachStacker:** This is truly

revolutionary, it is the world's first rough terrain empty container ReachStacker. Developed in less than eight months, it demonstrates TIL's agility in identifying market gaps. The RT RST-8 features 4x4 drive and 4-wheel steer capability, handles up to 4 high cube containers with an 8-tonne lifting capacity in first row and 12.6-metre lifting height. It addresses a critical gap as most empty container depots are not on paved ground. We've already received strong interest from international visitors for its export potential.

**TMS-885 – 85-Tonne Truck Crane:** This marks TIL's strategic re-entry into the truck crane market, a segment where we once held 70-80% market leadership. This crane features a 5-section full-power boom ranging from 12.1m to 43.8m, 260 HP engine, and can move with a top speed of 49 km/hr. It combines next-generation technology with competitive pricing and our reputation for reliability.

Initially launched in India, all three products will eventually be made available globally. At EXCON 2025, our focus was on identifying market gaps and customer needs. Aligned with the "Make in India" initiative, we provide locally manufactured products through our facilities in Kamarhati and Kharagpur.

### What are the technological advancements in these products?

When it comes to the CarryKing 515, safety is our foremost priority. This crane



is engineered for smooth movement on highways with a top speed of 26.5 km/hr unladen, efficient navigation within plant premises, and optimal operator visibility with 360-degree cabin visibility.

Key technological features include 360-degree continuous slew both on tires and outriggers, four-wheel steering for superior maneuverability in congested spaces, and four-wheel drive enabling it to operate seamlessly on hilly terrain and flat surfaces. The 4-section boom extends from 6.5 to 17 metres. We've equipped it with a microprocessor-based multifunctional safety system, non-articulating body design for enhanced stability, and automated interlock mechanisms. The machine is powered by an 130HP engine. Its distinctive lion's mane orange paint shade makes it highly visible on any jobsite.

For our RT RST-8 container handler, we have specifically designed rough-terrain equipment where empty containers are often placed on unpaved, uneven, or even slushy ground. Powered by 173 HP engine, it ensures safe and efficient operation under such conditions, making it truly unique in the global market.

The TMS-885 truck crane features a next-generation operator cabin that enhances comfort and usability. The crane is equipped with the latest digital technologies including IoT integration and telematics-based predictive maintenance for equipment optimization.

### **How do you balance cost and quality in India which is a price-sensitive market?**

The success of these machines stems from focused efforts in engineering and design, as well as strong emphasis on localizing key components. In all three machines, the engines are sourced locally. Most other components are also manufactured in India.



The RT RST-8 empty container handler and the CarryKing 515 small crane are entirely designed, engineered, and manufactured in India at our Kamarhati and Kharagpur facilities, without reliance on any technology partners. These facilities are equipped with advanced fabrication capabilities and semi-automatic welding machines conforming to international standards. Our competitive cost structure enables us to deliver 100% indigenous equipment that meets global quality benchmarks while remaining price-competitive.

### **What is the demand for your products?**

The pick and carry crane segment is the largest in India, with an annual market of over 15,000 units. While we are currently not active in this segment, CarryKing has the potential to capture at least one-third of this market—particularly large companies and contractors working on major infrastructure projects who value safety and operational control.

Empty container ReachStackers cater to a niche segment. Even when the product was still in the design phase, we had already received advance

customer orders. As the only manufacturer of this product globally, this machines are expected to attract significant attention from international customers.

### **Can you elaborate on after-market support?**

Under the new management, aftermarket support has become a strategic priority. We aim to be recognized not only as the manufacturer of superior products but also as a benchmark for outstanding service. We're adding technicians, providing training, improving our workshops, and strengthening our network with strong presence across the country.

Our machines are digitally connected through telematics, allowing us to monitor performance remotely and take proactive measures to prevent major failures before they occur. We maintain ample parts inventory and service capacity to ensure prompt resolution within a defined timeframe. Our pan-India service network emerged as a key differentiator during customer conversations at EXCON, with several visitors citing TIL's reputation for reliable service as a decisive factor. ■



**P N KRISHNAKUMAR**  
CEO, XCMG INDIA

The outlook for 2026 is highly positive. Our order book remains strong, and supply constraints from China are opening new opportunities for growth. With the launch of several new products, XCMG anticipates sustaining robust growth, building on the impressive 40% increase projected between 2024 and 2025. Overall, we expect 2026 to be another exceptional year for the company.



**ALOK KUMAR TRIPATHI**  
Whole Time Director & President, TIL

TIL is entering an exciting new phase under fresh leadership from the Gainwell Group as TIL 2.0. Our strategic moves—including participation in the small crane segment, re-entry into the truck crane market, and the launch of the world's first rough terrain empty container reachstacker—offer substantial growth opportunities both domestically and in export markets. India's infrastructure journey is still evolving, and realizing the vision for 2047 requires sustained infrastructure expansion. With eight decades of domain expertise, contemporary engineering capabilities demonstrated through our 'Three Ka Dum' showcase at EXCON, and an unwavering commitment to safety leadership and manufacturing excellence, we are optimistic and see immense potential for TIL in the years ahead. The overwhelming response at EXCON 2025 validates our strategic direction and reinforces our belief that the market is ready for equipment that refuses to compromise on safety, performance, and innovation.



**SORAB AGARWAL**  
Executive Director, Action Construction Equipment (ACE)

India is growing. There is a little overall, you know, whatever is happening in the world. Different economies in a different way. But we are very hopeful that things have started to look much better in the second half of this year. And that should continue. And the government spending on infra has already started to come in. Which will only go up from here. Because that is one of the only ways for the government to rev up the economy. Steel, cement, the entire economy, the views of economy. I think 2026 will definitely be better than 2025. Because 25 has been a flattish type of year for construction equipment. The election setback was also there in a way. Then obviously the tariffs and the geopolitics and everything, extra rain. So, I mean it was coupled with everything. But 2026 will be a growth year. Also, I think 2027 will look much better than 2026. 2027, 2028 I think we should start to roll again. I believe current phase is more of a consolidation phase. So, that is also required.



**NISCHAL MEHROTRA**  
Senior Vice President, Sales Marketing – LiuGong India

The outlook for 2026 is clearly positive, both for Liugong and the construction equipment industry as a whole. Growth momentum is strong across the market. Liugong recorded around 25% growth last year, and this upward trend is expected to continue as overall industry volumes rise. With the planned expansion of our electric vehicle (EV) equipment portfolio, we are confident of achieving further growth in 2026 and sustaining this momentum into 2027.