

# “Documentation for interstate movement is a major hurdle.”

– Surajit Mukherjee, Joint Managing Director, Suretech Infrastructure Private Limited

**S**uretech infrastructure is one of the leading distributors of construction equipment, with a major thrust on the foundation engineering industry. The company has considerable expertise in piling, foundation and ground improvement solutions, and a major presence in the rental segment. **Surajit Mukherjee, Joint Managing Director, Suretech Infrastructure Private Limited** elucidates the recent trends in the foundation equipment industry.



Surajit Mukherjee, Joint Managing Director, Suretech Infrastructure Private Limited

## What are the latest trends in foundation engineering?

The present trend has shifted from the use of ancient tripod rig culture to use of hydraulic piling rigs and vibratory hammer and hydraulic impact hammers for driving of piles. Use of pile breakers is also picking up compared to manual methods used in the past. Projects are time bound and hence latest generation equipment is being used.

## What are the challenges you face as a dealer of foundation equipment?

The equipment we deal in are all imported and there is a world wide boom in the construction industry and due to long lead times for delivery of engines and hydraulic components the delivery times

have gone up to 16 weeks at present. The customs duty needs to further come down in line with the worldwide norms.

We do not face any problems on account of trained operators as we have begun two years back a process of training operators to operate and service vibratory hammers and at present have sufficient operators to manage the present levels. We even help our customers by providing them operators to run the machines, which are procured by them.

We stock all necessary spares to avoid any downtime to the equipment. The documentation required for inter state movement of equipment is a big bottle neck and cumbersome in some specific states and this leads to extra expenses and delays in equipment reaching sites.

## What is the demand and supply scenario at present?

There is a increasing demand for vibratory hammers and its rentals and the deliveries have increasingly gone up to around 16 weeks at present .ICE has set up two additional manufacturing plants to cater to this increase in demand and it is expected to bring the delivery times to around a more manageable 12 weeks soon.

The demand for hydraulic impact hammers have just started in India, however there is a boom world wide

for this equipment as well and deliveries are up to 16 weeks for these products as well.

## Tell us the range of foundation equipment you offer and also tell us about your service packages?

The range consists of vibratory hammers from ICE, hydraulic impact hammers for onshore applications from BSP of U.K.,hydraulic impact hammers for offshore applications from IHC hydro hammer of Netherlands, Integrated piling rigs from IHC Fundex from Netherlands, pile breakers from Taets of Netherlands.

We provide technical solutions, sale of equipment which can do the job most efficiently and after sales service like commissioning of equipment, prompt after sales service, stocking of spares, rental of vibratory hammers along with trained operators.

## What is the scenario of rental in this segment?

We have the largest fleet of vibratory hammers in our rental fleet in India. We supply our machines along with our own operators who run and maintain the equipment so that the customers can concentrate on their core competencies . Rentals is a growing market and seeing the performance of our machines leads to orders of new units.

## What is your strength in the market?

Our total solutions package of advising the customer on the right type of equipment to solve his needs, top quality products backed by prompt and efficient after sales service, stocking of spares, supply of equipment on rent, having a fleet of trained operators. No other competition provides the full gamut of services that we provide.

