



## Daily checks, prescribed scheduled inspection help in reduced operating cost of attachment.

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### How do you see the current market scenario for attachments used in construction and mining equipment in India? What are the key demand drivers across major application segments such as infrastructure, mining, demolition, and road construction?

Recently we are seeing a steady growth in attachment inquiries. Various requirements of projects, changed mindset of customers of innovating over JUGAD, stringent timelines for project completion and continuous reduction of operating costs are the major drivers for these incremental inquiries. Infrastructure segment adopting special purpose attachment are now inevitable over JUGAD mindset.

EMVs (Excavator mounted vibro hammer) are currently the most inquired product. EMVs are executing almost 50% of the total sheet piling jobs now, compared to 100% use of crane hanging vibros earlier. New project norms are generating the need for sophisticated attachments with electronic interface. Reliability, durability, and trouble-free operations of electronic components like sensors, valves have gained customer trust and confidence for repeat purchases.



Screening/crushing buckets, Auger drives, trenching equipment/ hydraulic pile breakers are also being considered by the customers.

Mining segment is dominated by OEMs for attachments like cutter heads, Vibro Ripper, Rock breakers. Their steady growth continues.

Road Construction segment in the near future will come up with need for Excavator Mounted soil stabilization systems and soil mixing attachment for ground improvement.

Demolition Segment customers are exploring new options like controlled blasting, handheld tools like splitters/ crusher over traditional methods which are still holding their share in the market.

### Attachments are increasingly becoming productivity enhancers for base machines. How do intelligent or advanced attachments help contractors improve jobsite productivity, machine utilization, and operational efficiency?

Hydraulic excavators were earlier used only for excavation and rock breaking. The special purpose attachments enable excavator to do different jobs and reduce additional equipment purchases. Attachments increase excavator utilization by minimum 30% per year. Recent advancements in attachments include performance enhancement and monitoring using sensors and IoT. However, these are not being preferred by Indian customers due to its prohibitive costs.



### What are the key intelligent features or technologies being incorporated in modern attachments today? Please elaborate on aspects such as smart hydraulics, sensor-based systems, telematics integration, quick couplers, automation, and performance monitoring.

Depending upon the application they incorporate monitoring systems which can assist the operator on performance parameters like alignment, ground perpendicularity, payload etc. These attachments are designed to operate over a range of hydraulic flow and pressure with the help of special purpose valves, energy savers helping in reduced cycle time & increased productivity. However, telematics integration is still a challenge for standalone attachments.

### How are intelligent attachments contributing to improved safety and reduced operator fatigue on construction and mining sites?

Premium attachments comply with safety, health, and environmental protection standards. Intelligent system and ergonomic controls reduce



operator fatigue. Intelligent attachments cuts of hydraulic flow and pressure automatically in case of an accident or a major failure to prevent harm to the operator or the workers working in close proximity of the machine.

**Maintenance and durability are critical for attachments operating in harsh environments. What innovations or design improvements have been introduced to enhance reliability, wear resistance, and service life?**

Maintenance is key to longevity for any attachment. Daily checks, prescribed scheduled inspection help in reduced operating cost of attachment. Attachments being tailor made can withstand the harsh environment and tough working conditions. Ground engaging tools and wear part consumptions depends on the



material to be handled as well as operator efficiency and carrier machines' health.

**How is digitalization influencing the attachments segment? Are manufacturers integrating remote monitoring, predictive maintenance, or data-driven performance analysis in their products?**

Manufacturers are definitely looking at data-driven performance analysis to better the products and always recommend predictive maintenance. Unfortunately demand for such features are nonexistent in India as of now.

**What challenges do attachment manufacturers face in terms of design, manufacturing, compatibility, operator training, or market adoption?**

Operator training is the most challenging factor in attachment application. It takes time for

operator to understand the attachment. Optimum utilization of an attachment depends purely on the capability of an operator. Customer mindset and willingness to innovate is key to adoption of modern attachments, which is slow but steady.

**What support services do you provide to customers, such as operator training, product selection guidance, and after-sales service, to ensure optimal utilization of attachments?**

Like any carrier machine, attachments do have their specifications. Operating weight, hydraulic flow/Pressure, forces. Suretech core value is to provide innovative solutions to customer needs. We understand customer's job requirements in detail, assess the site conditions, material, test reports, application, available carrier machine and production parameters before recommending a suitable product. Our offer goes through many permutations and combinations to select the right attachment for the customer's need.

**What are the key trends shaping the future of intelligent attachments in the construction and mining equipment industry?**

Changed safety norms, execution methodology, manpower availability are the key factors which are going to share the future of intelligent attachments. ■

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