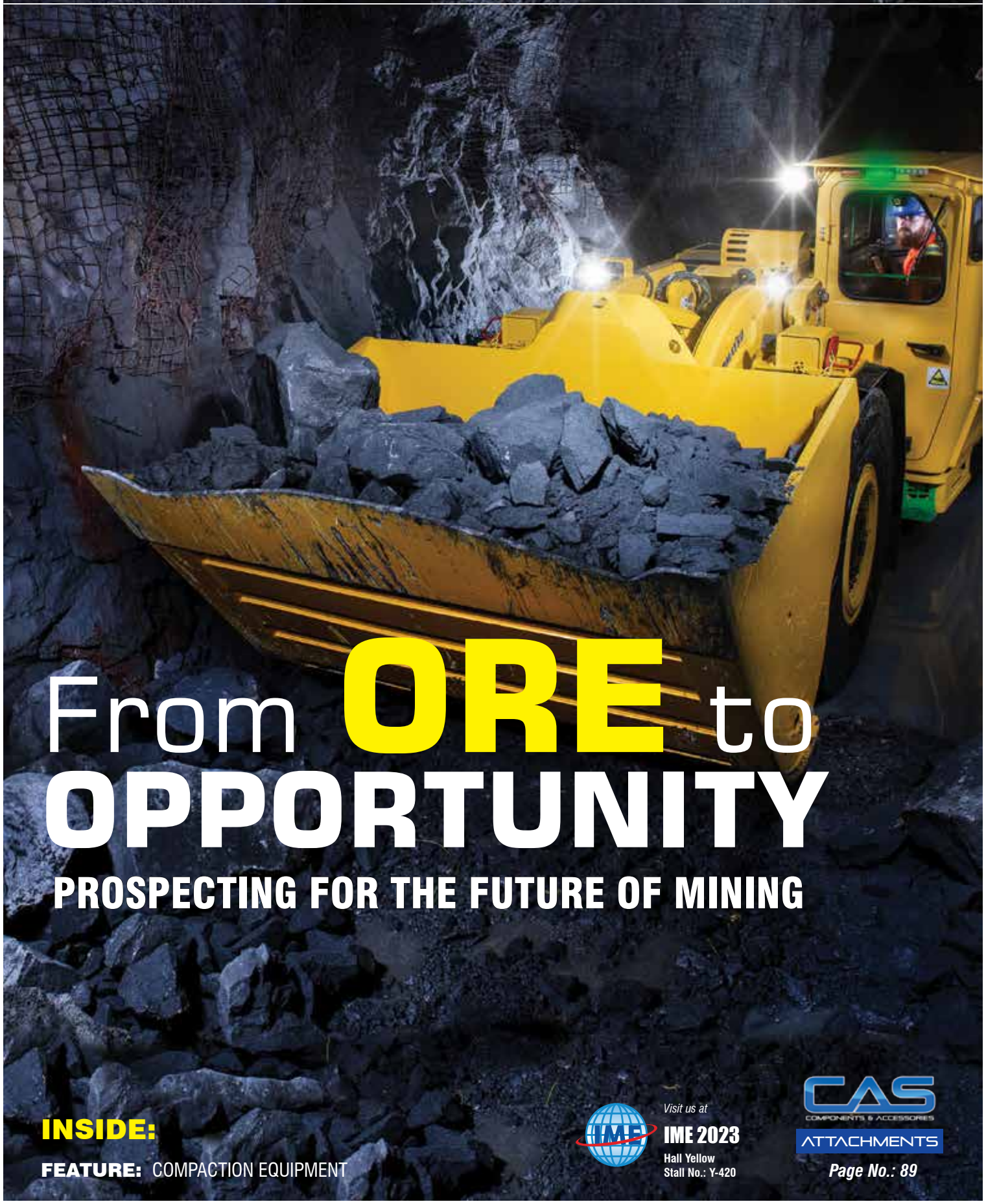


EQUIPMENT **TIMES**

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From **ORE** to **OPPORTUNITY**

PROSPECTING FOR THE FUTURE OF MINING

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Page No.: 89

20 COVER STORY



From **ORE** to **OPPORTUNITY** PROSPECTING FOR THE FUTURE OF MINING

In the heart of the Indian subcontinent, a quiet but relentless industry has been shaping the nation's landscape and economy for centuries – mining. India's rich geological diversity has bestowed upon it a treasure trove of minerals and resources, making it one of the world's leading mining destinations. From coal to diamonds, iron ore to limestone, the Indian mining sector plays a vital role in the country's development, while also facing complex challenges.

Equipment Times explores the trends, environmental concerns, the road ahead, role of mining equipment, challenges and opportunities in the mining sector.

EXPERTS' VIEWS

28



Rajesh Nath
Managing Director,
VDMA India

32



Anuj Keoliya
Senior Vice President,
GMMCO

36



Helen Gibson
General Manager,
Underground Soft Rock, India,
Komatsu

40



Anup Nair
Managing Director,
Martin Engineering
Company India

44



Prasanta Ganguly
Head – OTR Marketing
(Domestic Sales),
Balkrishna Industries (BKT)

48



Dev Mehta
Director - Indian
Operations,
Elgin Separation Solutions



Martin Engineering is continually looking at ways to reduce the environmental footprint of our products.

ANUP NAIR

Managing Director, Martin Engineering Company India

What specific goals and priorities are you aiming to achieve during IME 2023?

Martin Engineering delivers cleaner, safer, and more productive handling for companies involved in mining and materials processing. Taking part in IME 2023 gives us a great opportunity to showcase the many benefits of using Martin products and also to demonstrate our expertise when it comes to solving production problems.

If we can show visitors how we help industry overcome material handling challenges, then we'll have achieved our goal.

What should be insights into the range of products of Martin Engineering you intend to showcase at IME 2023?

We will be highlighting the benefits of our products and services in bulk material handling across various industries. The

products under consideration include:

- Conveyor Belt Cleaners that eliminate spillage and carry-back, including our N2 remote monitoring system and our revolutionary CleanScrape belt cleaning solution
- Belt Support Systems at transfer points that prevent belt damage and
- Flow Aid Solutions like Air Cannons that prevent buildups and blockages, ensuring materials flow through enclosed vessels such as refractories
- Remote Monitoring and Control Systems that ensure operational efficiency and enable preventive, predictive maintenance.

These specific products will be showcased at IME 2023. We encourage all visitors to visit Martin Engineering India's exhibition booth, Y- 413.

How do you intend to assess the performance and outcomes of your business for the fiscal year 2023-24?

Having had three successive years of sustainable growth in India, we know that our solutions are adding value for our customers - that's our key measure of success. When our customers see what we can do and then experience it for themselves we perform well.

In relation to our participation in IME 2023, we track effectiveness by monitoring the inquiries generated during or immediately following the event right through until the closure of the deal. Additionally, we maintain records of our past events and their success rates so we know what works.





What is your perspective on the anticipated market dynamics in the mining equipment sector?

Historically in India, the mining sector was highly unorganized and labor-intensive.

However, we are delighted to be a key player in the sector's modernization and transformation using state-of-the-art technology and innovation. This increases the demand for products like ours, which are proven time and time again to improve the quality of materials processing, making it safer, cleaner, and more productive.

Could you elaborate on your company's initiatives and progress in creating eco-friendly products?

As part of our stewardship programme we strive to develop innovative products which lead to process improvements at our customer facilities and in our own facilities, including environmental improvements.

For example, Martin Air Cannons use a much smaller tank for the same or better blasting efficiency. That leads to lower compressed air requirements that indirectly result in lower energy consumption for the same performance.

Our conveyor products already help to prevent processing plants from experiencing fugitive material problems with systems for controlling dust and improving local air quality. We also know that by delivering operational improvements that reduce downtime, we enable our customers to save energy.

In terms of our own environmental performance, Martin Engineering is continually looking at ways to reduce the environmental footprint of our products.



We have many examples, but here in India, for instance, we have collaborated with allied manufacturers of other products to create synergies in the use of raw materials and sharing of facilities. This is helping to ensure efficient use of resources and reduced waste.

What obstacles and difficulties do you perceive within the sector currently?

In the mining sector, Martin Engineering faces several challenges and obstacles, which are common in the industry. These include:

Safety Concerns: We believe that safety is the highest priority, and there is nothing more important than each of our team members going home safe to their families every single day. In some of our customer installations, we find that safety is not given adequate priority, and that causes concern for us, so we are working hard to build a 'safety culture' across the industry.

Maintenance Challenges: In India, the emphasis on preventive/ predictive maintenance is yet to come. Many companies still rely on reactive breakdown maintenance instead - in other words 'run it until it breaks!'. This leads to a lot of unplanned downtime, increased safety risks, and slower implementation of efficient solutions.

Cost rather than Value: Many customers in India still look at initial outlay costs rather than considering the long-term cost benefits of investing in the solutions we offer. This often results in barriers and delays in the acceptance of premium, higher-quality products but we are pleased to see that this is gradually changing, and customers are reaping the productivity benefits of their investments in Martin solutions. ■

Martin Engineering delivers cleaner, safer, and more productive handling for companies involved in mining and materials processing.

Delivering **Tough, Tested & Innovative** Bulk Material Handling Solutions Since 1944.



N2® Remote Monitoring

Reduce safety risks, saves time and efforts, increase uptime and helps control inventory.



Belt Sealing Solutions

Minimize fugitive material, including dust, with quality skirting and wear liner products.



CleanScape™ Cleaner

Longest life of any belt cleaner—saving on downtime & maintenance

Problem Solved™
GUARANTEED!

- Transfer Point Products
- Belt Cleaning Systems

- Dust Management
- Field Services

- Safety Solutions
- Air Cannons

- Remote Monitoring
- Training and Education



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