



Dynapac equipment are equipped with high degree of intelligent compaction system

Dynapac started manufacturing of soil compactors in India in 2008 and has since expanded the range to a full line of soil compactors and asphalt rollers to support the Indian and export markets. In an exclusive interview to **CONSTRUCTION OPPORTUNITIES, VISHWESH RAI, NATIONAL SALES MANAGER, DYNAPAC ROAD CONSTRUCTION EQUIPMENT (INDIA) PVT. LTD.** speaks about the latest trends, his company's offerings, major demand drivers and a lot more

Give us an overview of the Compaction & Paving equipment industry in India, latest trends and market dynamics.

Compaction & Paving equipment industry provides the solution for speedy and quality road construction. In earlier days, embankment



design and construction were not given sufficient attention. Embankments were constructed and left for compaction by natural process. To sustain heavy axle loads, very high degree of sub-grade support has become necessary nowadays which requires heavy compaction by suitable compacting equipment. To achieve high density or removing voids from soil, commonly known as compaction, results in a wholesome improvement of soil properties and its performance as a pavement supporting bed. Various types of compacting equipment are available now a days for compacting different types of soils to be used in earthwork. Higher tonnage equipment are in demand by contractors to keep road pace of 40 km/day as per the expectation of MORTH. Covid has affected each & every sector but now India is building more roads in a day than the previous fiscal after the lockdown as government ramps up infrastructure to boost economy & I think now market is getting its pace.

With the ease on lockdown and the massive number of projects being announced and awarded, how do you see the market shaping up going forward.

We think market is likely to end up with an elongated V shape recovery & the COVID-19 pandemic has slowed life down, but it has not for Dynapac to meet the demand and supply.



Tell us about the range of Compaction & Paving equipment offered by you, in terms of types, capacities and applications

We offer compaction range for both soil & asphalt.

We offer light compaction range (100 kgs to 700 kgs), single drum vibratory rollers (5 ton to 20 ton), double drum vibratory rollers (7 ton to 15 ton), combi roller, steel drum rollers, Pneumatic rollers & tamping compactors in compaction.

In Paving range, we offer compact pavers, city pavers, large pavers, mobile feeders & screeds.

We also provide dynapac rammers, dynapac forward plates, dynapac reversible plates, dynapac double drum roller, dynapac utility roller, dynapac mix spreader, dynapac mini paver. For more information you can visit our website www.dynapac.com



degrees visibility either day or night & easy to understand operators console.

Aftermarket services as a strategic differentiator.

Dynapac Aftermarket focusing to achieve highest uptime for all the pavers & compactors through our wide range of dealer network across India. We also have central warehouse located at Pune to support India & nearby countries.

Which sectors are major demand drivers for your products. Tell us about some major projects where your products have been used.

Majorly road highways & bridges which are planned under Bharatmala packages are the main

drivers for Dynapac product range. Railways, dam, irrigation & metro projects also contribute substantially to Dynapac overall numbers.

Intelligent machines, telematics and IoT are becoming a trend with equipment, your comments. Cutting edge technology featured in your machines. What distinguishes your equipment from competitors.

In current scenario it is demand of time that we need innovations for speedy and quality road construction. Dynapac has inherited culture of continuous improvement & innovation for superior performance & reliability. Our equipment designed to perform and built to last in terms of low cost of ownership, quality results, high productivity, jobsite confidence & excellent serviceability.

In compactors we have optimized eccentricity for better fuel efficiency & economy. Dynapac was the first to introduce the efficiency eccentricity system to the market in 2016.

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Factors such as safety, operator comfort, ease of operations are crucial. What are the steps undertaken by you for providing the same.

In terms of safety we provide Personal protective equipment (PPE). Safety features and good configuration management ensures the safety of operator. In terms of operators comfort we are providing comfortable access to get on our equipment, seat switch, 360

Your strategy to play in a price sensitive market.

We focus on value based selling where our customers pay us premium on higher productivity & low operation cost. We follow "Design to Perform build to last" concept.

Are you tied up with any equipment financing companies to help potential buyers with equipment purchases

Yes, we have MOU's with most of financial institutions including NBFCs.

Rentals are growing, your strategy to tap opportunities and outlook for the rentals market.

We supply our equipments to most of the rental players across India. At present there is no plan for Dynapac to enter in direct rental business.

Future outlook on the industry and company perspective?

Industry is driving for bringing innovation in technology that can reduce construction time and cost. With a wide range of product portfolio as well as our global presence we are trying to bring new solutions to our customers to meet this need. This has been amply demonstrated in our product introductions in last two years from our Pune plant. ◆