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SANTOSH KOLEKAR

THE NEED FOR MORE

However, the heightened demand does not mean it is a suppliers' market. Consumers are looking for improved features, which has becoming a deciding factor in picking a piece of equipment over another. OEMs and equipment providers view this as a challenge, albeit a welcome one. Offering better features and best-in-class products has become the mantra to stay ahead of the game.

Outlining a customer perspective on changing business requirements, **Santosh Kolekar, EVP, projects, Panchshil Realty**, suggests that, "The expectation from new-age excavators is that they should produce less noise and less vibration. To achieve this, we have been using eco-friendly pulse plasma rock fragmentation technology at various Panchshil project sites. This has served as an excellent alternative to conventional control blasting with numerous advantages. It produces lesser noise, vibrations and dust, thus causing close to no impact on the surrounding areas. The resonance frequency does not overlap to the building/structure, hence this technology is safe to use near a building/structure. And the best part is that it produces no gases/fumes and causes no flying of rocks, making it absolutely safe."