

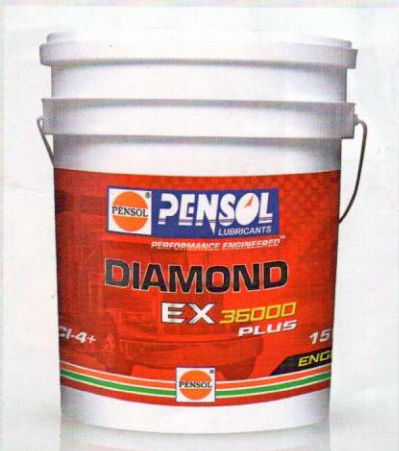
# "HIGH TEMPERATURE AND WATER RESISTANT GREASES ARE NEED OF THE HOUR"

Lubricants play a major role in the functioning of construction equipment. Pulkit Khemka, Vice President, Pensol Industries Ltd, elaborates on the role of lubricants in the era of increased construction activity.

**How do you assess the new revival in infrastructure sector and forward looking measures from the government?**

The government is focusing more on developing infrastructure in India for the overall growth of Indian economy. Projects like smart cities and bullet trains require more of innovative technologies and equipment. Growing public and private infrastructure, FDI reforms for construction sector, highway projects and growing economy have led the overall surge of infrastructure equipment market in India.

**Which are the major projects that can change the equations in infra development in the country?**



**Construction industry requires lubrication solutions that are as durable as their equipment.**



**Pulkit Khemka,**  
Vice President, Pensol Industries Ltd.

Metro line expansions are coming up in almost all cities for better connectivity within cities. For converting tier-2 cities into smart cities, government has proposed metro lines and better transport connectivity, which are increasing investment in the infrastructure.

**In the increased construction activities, equipment productivity is important. What is the role of lubricants and greases in equipment productivity?**

Lubricants play a major role in the functioning of construction equipment. Infrastructure equipment face a variety of harsh conditions, from heavy loads and high temperatures, to excessive wear, dirt, and water contamination. These industries require lubrication solutions that are as durable as their equipment. So there is a need of higher quality lubricants and greases for better productivity and lesser breakdown. Most of these equipment are hydraulically operated and require huge quantities of hydraulic oils. Also

required are engine oils and different types of greases for smooth running of the equipment.

**What are the new developments in lubricants and greases to meet the requirement of equipment uptime?**

As these equipment run on harsh conditions and on higher temperature, to reduce wear and breakdown of these machines require more advanced lubricants like high viscosity index hydraulic oils. There will be an increased requirement of higher temperature and water resistant greases as these equipment run in open conditions.

**What are the new challenges faced by the industry and what is the way forward to overcome them?**

Major challenges will be on the cost, as the increasing trend of crude oil cost is directly impacting the raw material costs. Also, other costs like transportation significantly impacts the product pricing.

**What are the products and solution from Pensol?**

To cater to this market, we are working on a well-planned systematic approach with the help of product quality and aggressive pricing. Forecasting the growing trends of the market, we have also introduced new products like Pensol Transload HVLP which is a hydraulic oil with high viscosity index, Pensol AP-LR RED, which is in-house developed lithium complex greases and many more specialty lubricants. We are confident to increase our market presence in 2018.

