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Fleetguard Filters anticipates dynamic market shifts within the filtration sector, primarily driven by technological advancements and evolving industry regulations.

Insights into the range of products to be showcased at Excon 2023:

Fleetguard Filters Private Limited (FFPL) presents an extensive range of cutting-edge technologically advanced products and solutions for various off-highway applications. The displayed product range is crafted to meet the demands of ever-evolving stringent environmental norms, preparing OEM's for future ready products.

The presented array encompasses Air filters, Fuel Filters, Lube and Hydraulic filters in the filtration segment. Along with this the other products on display are Air Oil separators, Crankcase ventilators, Coolants and Chemicals, Filtrum Spares and Filtrum DEF.

This extensive range of superior-quality products are designed to provide ultimate protection which increases the efficiency of the equipment.

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

FFPL is here to present its technically advanced filtration solutions specially designed for the off-highway equipment industry. Our priority is to partner with leaders in the industry to provide solutions or to develop and deliver products with the least development time as has been our record in the industry.

With our extensive experience, we understand the criticality of ensuring the uptime is maintained in equipment and our solutions are aimed at delivering the same to our customers. We have been providing solutions to over 100+ OEMs and wish to extend our solutions to the other prominent players by engaging from concept to commissioning.

How do you look at your company's involvement in the smart manufacturing of your products (filters) used in construction equipment or your vision for the future in terms of AI, Automation, IoT, Robotics etc?

Filtration plays a critical role in enhancing the efficiency of the engine. FFPL has already designed and delivered interactive filtration solutions to various OEMs based on the need of and best fitment for their equipment. These sensors interact with the ECU and enable the ECU to take further course of action.

We have an advanced technology called Filtration Intelligence Technology, (FIT). It's the industry's first comprehensive real-time filtration and oil quality monitoring solution, based on smart sensors, IOT cloud, and advanced analytics.

With this technology, we are able to do remote monitoring of filters and oil health, with prognostic insights of life remaining. FleetguarFIT maximizes uptime, reduces maintenance costs, extends equipment life also reduces carbon footprint fitment, and lowers the TCO for customers.

What do you consider the most critical smart manufacturing technologies for your products (filters) used in the construction equipment industry, and why?

Partnering with customers from the design to the commissioning stage, we develop products exclusively as per customer specifications. All our manufacturing processes are automated, have controls, and with POKA YOKE. This ensures each product is of superior quality and is absolutely reliable. This also contributes to the enhancement of

the uptime of the equipment during its operation course. Our processes are aimed at producing products will deliver 100% efficiency and reliability.

With context to smart manufacturing, we are transitioning from IOT 3.0 to IOT 4.0 and our lines will be operating soon, giving better analytics and data to further improve the product reliability.

With the upcoming and ongoing infrastructure and construction opportunities, how do you intend to assess the performance and outcomes of your business for the coming quarters?

FFPL has had a robust growth trajectory over the decades. The infrastructure and construction boom is only going to add to the growth chart of the organization. Presently, we are highly optimistic of the future as we are designing products for future environmental norms. Being technologically ready for future-ready products gives us the confidence to partner with customers developing these solutions for end customers and stay ahead in the market.

Our performance metrics for business outcomes are demarcated by sustained growth rate and market share in the markets we operate in.



What is your perspective on the anticipated market dynamics in the sector you are in?

Fleetguard Filters Pvt Ltd anticipates dynamic market shifts within the filtration sector, primarily driven by technological advancements and evolving industry regulations. As the industry moves towards sustainable practices and increased efficiency, there's a growing demand for advanced filtration solutions that ensure optimal performance and reduced environmental impact across various sectors. Fleetguard envisions a market landscape propelled by heightened environmental consciousness and a continued emphasis on enhancing equipment longevity and efficiency. ■

