

“The standards of road making is continuously improving”



With over four decades of experience in the field, and over 25 years of association with Caterpillar, Gmmco's business volumes have crossed US\$ 400 million. A part of the CK Birla group of companies, Gmmco offers 'one-stop solutions' for mining, construction and road-laying machines, and engines of various capacities and for various applications.

H JAYARAM, CEO and Executive Director, GMMCO, has ambitious growth plans and a vision to achieve market leadership in all the products and services it offers. He sees huge growth potential in the road equipment category. Let's know more from him...

Getting mature

Road construction equipment industry has grown by several folds in the recent years. The thrust was provided by the announcement of National Highways Development Programmes and several ambitious projects by the Indian Government. In order to build roads of world class standards and for rapid completion of projects, modern equipment are being used by construction companies. Construction equipment segment has seen an annual growth of around 20 per cent in the past years. These are clear indications of industry becoming mature day by

day and several players entering Indian market, since it is attractive too.

Keeping up with demand

There is a burgeoning demand for the road construction equipment in India. There are number of indigenous players supplying machines, and others are importing equipment too. All Caterpillar earthmoving and road construction equipment are imported from facilities located across the globe. As the demand is growing, supply is balanced by ways of capacity additions and import of equipment. Thus the demand is well catered by suppliers.

On offer

Gmmco is providing end to end solutions to customers in road construction industry by offering Caterpillar range of equipment, DG sets, rental offerings, used machines, unique integrated solutions bundled with various product

support offerings. Our specific products for roads and highways construction are excavators, motor graders, dozers, wheel loaders, soil compactors, tandem rollers, asphalt pavers, cold planers and DG sets. In addition to the wide range of Caterpillar products, GMMCO also offers crawler cranes from Sennebogen, Germany and Piling Hammers from Junttan thereby providing a one-



DG Set



Wheel loader

stop shop for all requirements of construction companies in infrastructure development.

GMMCO renders sales and after-sales support through its wide network of branches with experienced and qualified engineers, parts back up as well as repair facilities.

Ahead in the race

Our fast selling products for road construction include excavators, motor graders, wheel loaders, dozers, paving equipment and DG sets. All CAT products are with unique features - all machines are with ACERT engine technology, motor graders with VHP (Variable Horse Power management), wheel loaders with MP3 hydraulic

control valves, compactors with patented pod style vibration and dual pump propel system for better traction. These different features enhance the efficiency and differentiated performance of the machines and means more value to customers.

Getting innovative



Hydraulic excavator



Asphalt compactor



Asphalt paver



Motor grader

ACCUGRADE technology is an innovative technology which is offered as an optional attachment with our machines. This technology helps customer to produce more, burn less, finish the job with accuracy, avoid re-do, lesser wear and tear of machines. In total, we provide the solution, which creates value for money.

Training for specialised machinery

We have our CDI operators trained by CAT experts. We are regularly conducting on-site trainings for all customer operators, to enhance their operation and maintenance knowledge and skill level in different CAT machines. This helps operators attain optimum utilisation of various features of the machine.

We are also providing technical and MAPS training for customer operation and maintenance staff on maintenance and troubleshooting aspects. MAPS training helps customer to understand the application and use the right machine for right application.

These trainings help customer to get optimum performance, productivity, lesser downtime and reduce operating cost of the machines.

Sprucing up

Indian Infrastructure sector is traversing through one of its most interesting phases today. Balance length for award by NHAI is 23,803 km as of end of February 2011. State highways and rural roads are being upgraded. Significant investments are planned in developing India's infrastructure, which will benefit the construction equipment industry. All these drivers will keep the demand of road construction equipment industry to grow at an estimated rate of around 20 to 25 per cent annually. Road maintenance equipment like cold planers, road reclaimers will also find way to the Indian market as the standards of road making is continuously improving. **CBT**