

“Gmmco supplies complete range of CAT wheel loaders from 3 to 22 T.”

“We regularly conduct on-site trainings for all customer operators to enhance their knowledge in operation and maintenance and skill level in different CAT machines, says V Manikannan, AGM (Infrastructure), Gmmco. Excerpts from the interview.



V Manikannan,
AGM (Infrastructure), Gmmco

What is the demand-supply scenario for wheel loaders? What is Gmmco's market share in this segment?

In 2010, market for wheel loaders in India is about 2,700 units and is growing at approximately 20 per cent YoY. CAT is the market leader with a market share of 48 per cent. There are a number of indigenous players supplying machines and others are importing equipment also. CAT wheel loaders are made in India and maximum models 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.

What are the major growth enablers for wheel loaders?

The key growth drivers for wheel loader market are material handling at port, road construction, iron ore handling, coal re-handling, quarry, cement and mining.

Tell us about the range offered by Gmmco in wheel loaders and its features?

Gmmco is supplying the complete range of CAT wheel loaders from 3 to 22 T capacity by offering models such as HM 2021; CAT 950H, 962H, 966H, 972H, 980H, 988H; and 992K. CAT wheel loaders are equipped with ACERT engine technology, load sensing hydraulics, MP3C hydraulic control valves and engine idling management. These different features enhance the efficiency and differentiated performance of the machines and delivering more value to the customers.

What is the rental scenario for these products?

We have good number of wheel loaders in our rental fleet to cater the market need; these are mainly deployed in ports and road construction segments.

How do you look at the competition in this segment?

There are global, Chinese and domestic players supplying machines in Indian market. CAT wheel loaders are differentiated with the latest technology, and higher reliability helps customers to ‘move more and make more’ (ie, higher

productivity and lowest cost per tonne) supported with the best-in-class product support from Gmmco.

Are these products complying with emission norms Bharat Stage III?

Yes, all Caterpillar wheel loaders comply with Bharat Stage III norms.

Tell us about Gmmco's strength in training and services?

We provide technical and MAPS training for customer operation and maintenance staff on maintenance and troubleshooting aspects. MAPS training helps customers to understand the application and use, the right machine for right application.

Also, we have our CDI operators trained by CAT experts, who are well trained in operations and maintenance of various CAT machines. We regularly conduct on-site trainings for all customer operators, to enhance their knowledge in operation and maintenance and skill level in different CAT machines. This helps operators for optimum utilisation of various features of the machine. These trainings help customer to get optimum performance, productivity, and lesser down-time and reduce operating cost of the machines.



CAT wheel loaders are differentiated with the latest technology.