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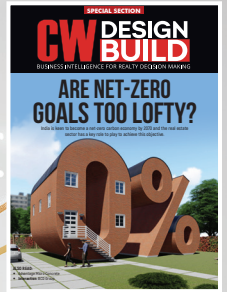
Construction World

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Make in Steel Awards...64



Naveen Jindal,
Chairman, Jindal Steel & Power



Dilip Oommen,
CEO, ArcelorMittal Nippon Steel India

THE REALITY ABOUT REALTY

Amid the global housing crisis and layoffs initiated by big tech, investors are trying to ascertain the state of real estate sector in India, is it boom or kaboom!



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COVER STORY THE REALITY OF THE 'REALTY BOOM'

Amid the global housing crisis and layoffs initiated by big tech, investors are trying to ascertain the state of the real estate sector in India, is it boom or kaboom!



Photo: For representational purpose

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FEATURE

Material Handling Equipment

CW explores how automation kits can bring productivity gains to material handling, besides ensuring safer operations.

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SPECIAL REPORTS

Will Government Spending Accelerate Construction in 2023?

With the Centre and states spending on capex, the private sector must chip in.

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A Man-made Crisis?

The Joshimath crisis in Uttarakhand appears to be the result of unplanned development, absence of drainage and tunnelling activities.

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INTERACTION

"Any project with a strong technology component is of interest to us."

Vinayak Pai, Managing Director, Tata Projects

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GUEST ARTICLE

Fuelled by Hydrogen

Murali Ramakrishnan Ananthakumar and **Dr N Rajalakshmi** delve into the role of green hydrogen in the construction industry.

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CIVIC SENSE

"The smart city has completed six major smart roads, awarded at ₹461.5 million."

Veereshakumar, IAS, Managing Director & CEO, Davanagere Smart City

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SPECIAL PROJECT

Metro Via Water

Work on Mumbai's first metro viaduct over a water body was completed in 123 days. Read on to know more.

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BAUMA CONEXPO INDIA 2023

An Equipment Galore

The recently concluded bauma CONEXPO INDIA in Greater Noida focused on sustainable technologies and experienced the largest ever domestic participation compared to previous editions.

- ACE
- Ajax Engineering
- BKT Tires
- Caterpillar India
- Cranesafe Technologies
- Fiori Asia
- Komatsu India
- KYB Conmat
- Mahindra Powerol
- Sany Heavy Industry India
- Schwing Stetter India
- SDLG
- Tata Hitachi Construction Machinery
- Techno Industries
- Terex India
- Ulma Formwork System India

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CURRENT AFFAIRS

- Gurugram real estate to soar with launch of new Delhi-Mumbai Expressway
- Nearly 25 million sq ft mall space to be added in the next 4-5 years
- Cement demand to continue uptrend with 7-9 per cent rise next fiscal
- Railway to play a key role in developing the nation: MOS, Railways
- Embassy REIT raises debt of ₹10 billion from Bajaj Housing Finance
- Use of plastic waste mandatory in road construction

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STARTUP INNOVATION Skillfully Employed

Here is an app to tackle the lack of skilled labour that plagues the construction and infrastructure sectors.

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EVENT REPORT

Using Renewable Power will Foster Steel Decarbonisation

Steel veterans gather at FCC's 'Make In Steel' Conference in New Delhi.

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Photo courtesy: Midori Architects

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IN MEMORIAM

Destined to Design

BV Doshi not only designed projects that will be remembered but was the first founder dean of CEPT and designed a roadmap for future professionals.

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BIG B

"We have an existing land bank of 6 million sq ft on our books."

- Angad Bedi, Managing Director, BCD Group

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MATERIAL ADVANTAGE

Advantage Micro Concrete!

At a time when many buildings are desperately in need of repair and rehabilitation, micro concrete is a viable option for congested and highly reinforced areas as well as wet areas owing to its impervious nature.

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COVER STORY

The Power of Zero

Net zero is the most effective strategy for mitigating climate change and global warming.

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In the April 2023 edition, look out for:

- Defense Infrastructure
- Safety and Security
- Waterproofing
- Roofing and Cladding

FEATURE-PERSPECTIVE

Gmmco: One-Stop Solution for Construction and Infra Needs

Cat product range.



Said V Chandrashekar, Managing Director and CEO, Gmmco, "Gmmco is part of the CK Birla Group. Throughout our journey of 55+ years and 35+ years of association with Caterpillar, we have been a trusted partner for our customers by demonstrating superior customer service over the many decades. Our biggest strength is our highly committed, passionate, and skilled people who are pushing boundaries to exceed customer expectations. We are continually leveraging digital technology to provide a seamless experience to our customers in conducting business with us."

On the role of product support in business, **Prashant Bisen, Senior VP, Construction Industries, Gmmco,** said, "Machine uptime and availability are directly proportional to the success of the business of the customer. In the 55+ years of heavy earthmoving equipment business, we have aced



Prashant Bisen
Senior VP,
Construction
Industries, Gmmco

ourselves in providing best-in-class aftermarket product support. We have strategically positioned our customer support engineers across the territory to ensure a minimal service response time. Our wide network of parts delivery touch points and optimised supply chain operations assure parts availability within the need-by date. Through our assured parts availability and rigorously trained service engineers, we promise a quicker mean time to repair to our customers. We run various customer support contracts that are customised based on the requirement of the customers. Through these contracts, we ensure superior machine performance, lower machine breakdowns and higher machine availability."

Speaking on digital business, Bisen added, "We have equipped ourselves to offer a gamut of online digital services. Our equipment monitoring solution enables customers to monitor their machine and its performance remotely using a smartphone. Our Gmmco Assist mobile application helps our customers to transact with us digitally by ordering parts and booking a machine service through the app. We are actively present across major social media channels for our customers to interact and collaborate with us. We have a wide appreciation amongst our customers for being

physically and digitally present with them to enable their success."

"Customers prefer purchasing construction equipment through a financing option. More than banks, it is the NBFCs that command a higher market share in equipment financing. Higher uptime of our machine resulting in higher revenue for our customers and better resale value of our equipment are the major drivers for the trust of financing institutions on us," said **Magesh Swaminathan, Head of Sales-Construction Industries, Gmmco,** while speaking on the role of NBFCs in construction equipment sales.

On customer demands and expectations, Swaminathan said, "A customer seeking our products can be largely classified into life cycle cost and life cycle value. Caterpillar equipment are known for their lower refill capacities, higher maintenance intervals, and better component life minimises the total cost of ownership thereby benefitting the lifecycle cost category customers. Higher fuel efficiency and enhanced productivity demonstrated by Caterpillar equipment make it a go-to-choice for lifecycle value category customers."



Magesh Swaminathan, Head of Sales - Construction Industries, Gmmco