

GMMCO AIMING AT AN 'ONE-STOP-SHOP' SOLUTION

GMMCO LTD. has recently been appointed as an Authorised Distributor in North India (New Delhi & NCR, Rajasthan, Haryana, Punjab, J&K, Himachal, Uttarakhand, Uttar Pradesh) as well as South India (AP, TN & Kerala) for the Terex Finlay product line comprising of Jaw Crushers, Cone Crushers, Horizontal Impact Crushers, Screening Plants, Washing Plants, Classifiers and Stock Pilers and will now be responsible for the distribution as well as providing after sales service support & spare parts for these machines.

Mr.H. Jayaram ED & CEO, GMMCO LTD stated that the association with Terex Finlay is one more step towards GMMCO's objective of being a 'One-stop-shop' for our customers in the infrastructure sector. He also added that this addition of "Materials

Processing Equipments" business will bring synergy to our existing line of Construction & Mining equipment and that the customers will also be benefitted by GMMCO's decades long experience in world-class sales & after sales support.

GMMCO Ltd. (a C K BIRLA group company) was established in 1967 and has a business volume of US\$400Mn with core competency in the sales, marketing and product support of Construction, Mining & Earth moving equipments as well as Engines & Power Systems for over 40 years now. In its association with CATERPILLAR for the past 25 years, GMMCO has always stayed right ahead both in technology and in enhancing people capability to render world-class product support.

Terex Finlay's Sales and Marketing



Director, Nigel Irvine stated that they are delighted to have GMMCO as their official distributor for the Terex® Finlay product line in the regions of North & South of India. Gmmco's experience in sales and customer support as well as their commitment to providing a quality service and machine support infrastructure to support existing and new customers in these important territories is sure to bring a significant value addition to our products'.

The Terex Finlay business at GMMCO would be spearheaded by Kishore B. Setlur, AVP, Allied Business, who will work closely with Viraj Parthi, Terex® MPE's Country Manager to support client projects that demand high-performance Crushing, Screening and Washing solutions. The thrust on Infrastructure growth, Roads and Mining will help boost the business association that we are venturing into now. GMMCO will make use of the synergies available internally to reach out to customers. GMMCO are in the process of building and training the team to penetrate the market - at the earliest. □

