



“We Have the Best Cranes in The World”

Anil Bhatia, Vice President- Sales and Marketing, Material Handling Solutions, TIL India.

Is there a increase in equipment market?

In the last two three months we have seen a lot of customers buying new cranes , customers are shifting to buying .I will say that the second quarter of the next year or first quarter of next fiscal will be very good as ONGC is hiring contracts, 140 odd cranes will be for the same. As well as we will see a lot of new equipment purchases happening in the oil and gas sector also, over all I would say from the cranes point of view the market was improving and we see a very high growth in the coming year, the demand will increase.

Any launches done in Bauma ConExpo?

We launched a new generation 80 ton crane that is brought into market taking into demand more the Middle East and Africa as well as Indian markets.

With the government making new announcements in infrastructure, do you feel that there will be more demand in the cranes sector also?

Actually we are just refurbished our cranes range, we have come up with truck cranes in which we have 90 percent of the market share.

We are going in for a complete makeover of this range. We had launched a 25 ton, 50 ton and now a 80 ton crane. In the next few months we are planning to come up with more new cranes that we will announce later. With that the complete range will be modernised with the terms with requirements of market.

Your views on GST?

For us it will be much more beneficial. The moment of cranes from one state to other state had a lot of entry taxes which will be waived off as well

as certain states had a very high VAT which will eventually be . It is going to have a positive impact on the market as double taxation will not be done.

What will be the impact of demonetisation?

It is a good thing as lot of , fater this also a customers are enquiring about the new products, the market is going good because of this, there is a positive impact on the cranes market.

North-East roads are been talked about a lot o built the roads there, different kind of machinery is required, are we ready for this type of roads to be developed?

We are having a large share in the cranes market that can be used in developing these roads, these cranes we are exporting also; we have the best cranes in the world. Rural roads need small cranes which will be for pick and drop which is again a huge market, rural roads cranes will be needed less as mainly cranes are used for bridges and as far as cranes are considered in India customers are having a lot of options today. We have the safest cranes and the technology is also there that is needed.

What are you looking forward?

We are looking forward to the project of Mumbai- Ahemadabad where new technology will be used and as per the cranes are concern we are well equipped with the latest technology. ■

