

## “Focus is not only on domestic market but also on exports”



**Anil Bhatia**  
Vice President, Sales & Marketing, TIL

“TIL Ltd is engaged in the design and manufacture of a comprehensive range of material handling, lifting, port equipment and road building solutions for sale in India and select overseas markets, duly supported by an integrated after-sales support. Domestically, we are acknowledged as market leaders in ReachStackers and Mobile Cranes. Our portfolio of cranes includes Truck Cranes (with capacities from 25 T to 80 T), Rough Terrain Cranes (from 20 T to 75 T) and higher capacity All Terrain Cranes (up to 450 T capacity). We also offer Industrial Cranes of up to 18 tonnes capacity and a hydraulic Pick & Carry Crane in the 10–15-tonne category. We have recently introduced the **TMS 855** – a Truck Crane, with a 41.3 meter boom, in the 55 tonne category where we were not present earlier. Between its launch in last May and now, the TMS 855 has already secured a substantial market share. We have



also launched the **TM 825** in the 25-tonne category, with the longest boom in its class, at 32.7 m. Our most recent launch is the 80-tonne **TMS 880M**, with a longer boom of 43.8 m. Given the diverse nature of crane applications, our cranes have a wide range of applications in many sectors, such as, Oil, Steel, Cement, and of course, Infrastructure. TIL's product portfolio also includes a range of globally acclaimed Crushing & Screening Solutions and 200

tph Double Barrel Hot Mix Asphalt Plants (HMAP) under strategic alliance with ASTEC Inc. of USA. Our newest addition to the latter category is the **Voyager 120 tph HMAP**. Our focus is not only on the domestic market but also on exports. We have already been exporting our ReachStackers to the Asia-Pacific region for about two years now, and going forward we may also explore export opportunities in other geographies, such as, Middle East and Africa.”

**On bauma Conexpo:** “We had good footfalls this year. A number of good contacts and potential leads were generated for our new Truck Cranes, Crushing & Screening Solutions and new HMAPs. With an overall revival of the Infrastructure sector on the cards, we are hopeful that many of these leads will be successfully converted into long-term business liaisons and positive business opportunities for TIL.”

## “Putzmeister BSA 1407 is the most successful stationary pump in India”



**Wilfried Theissen**  
Managing Director,  
Putzmeister Concrete  
Machines (India)

“In the stationary concrete pump segment, our **BSA 1407**, a mid-size machine with an output of 70m<sup>3</sup>/hour, a horizontal reach of over 500 - and a vertical reach of 150 m, is the most successful stationary pump in India. We sell over 300 pumps/year in India only.”



“Because of its wide range of application, its reliability and ease of utilization it is the preferred pump for ready mix concrete – as well as construction companies throughout India.”

“This time round we have increased our product portfolio from other verticals of our Group and are offering in addition to our concrete range,

specialized equipment for mining and tunnelling as well as plastering.”

**On bauma Conexpo:** “The exhibition ground is big, but footfall was not so good. Lot of customers were interested in our product but general footfall not good, though India has lot of potential. bauma we are using as a platform to update customers, listen to customers, take new lead. To new customers we tell what we can do with our products.”