



UFI Filters targeting OEMs in Indian CE market

Taking participation at the expo last month, UFI Filters India – a local arm of UFI filters Hydraulic division – promoted its cost-effective and state-of-the-art filtration solutions that meet the specific needs of each product applications in construction machinery. The company’s prime target audience at the expo were the equipment manufacturers, especially the vast number of local OEMs in the country.

Commenting on the OEM outreach, Cesare Grassi, Business Unit Director - UFI Filters Hydraulic Division, said: “We wanted to jack up our OEM business in India, considering the fact that we are already supplying to few of the prominent ones like JCB, CNH Industrial, Hyva, and so on in the other market regions globally. We are trying to strengthen cooperation with them in India, along with bringing other Indian manufacturers into our business fold”.

The company claims to be offering high-quality products for the mobile construction equipment in India, designed specifically for European and some Chinese manufacturers, by combining the industry requirements on pressure drop, efficiency, and dirt holding capacity. “Very soon, we will be extending our solutions to material handling and renewable energy (filters for wind turbines) applications as well”, Grassi said.

He added that continuous investments are made in India to produce the inner core of the filters locally, considering the country’s ambitious infra development plans that is expected to result in a steady and immense growth for the CE sector. “At present, the Indian operations account for about 5 per cent of global sales



Cesare Grassi, Business Unit Director, UFI Filters Hydraulic Division, (centre), with his colleagues

(hydraulic division), but we have realize that the market’s potential is much higher. Our aim is to double the same in a couple of years and grow ahead five times in the next five years”, he commented.

The director clarified that despite having huge demand for his brand’s products in the local aftermarket, the prime focus will continue to remain on the OEM side.

Putzmeister introduces 47-metre truck-mounted boom pump

Putzmeister and SANY Concrete Solutions, members of SANY Group, launched new truck-based concrete pumps at EXCON. This includes Putzmeister BSF 47-5, the biggest on-the-road in India on a four-axle truck, and SANY SYG5180TH-B300C-8, the only four-arm boom pump in India offering a reach of 30 metres on a two-axle truck. In October 2019, Putzmeister and SANY combined their forces to bring enhanced concrete solutions and improved after-sales coverage in India. The companies have brought together the concrete division sales and service teams of both companies to expand their reach in the domestic market.

Putzmeister has also rolled out advanced fleet management capabilities with ‘Putzmeister Machine Cockpit’ to its range of concrete pumps. The feature includes real-time information on the status of pumps at a site, critical status alerts, remote



diagnosis capability to identify faults and implement appropriate measures, key figures for delivery rate, machine use and fuel consumption, alerts when machines are on the move, and reminders for maintenance. Further, at the expo, the company introduced the new Gulf PM premium grease. Developed in partnership with Gulf Oil, this exclusively co-branded blue grease will help power Putzmeister’s automatic greasing systems in its range of concrete pumps.