



Our endeavour is to become a valued business partner providing end to end lubricating solutions.

GS Caltex, with its parent companies GS Energy, South Korea and Chevron Corporation of USA have carved a unique niche with its 'Base Oil & Lubricants' by providing innovative products pertaining to construction and manufacturing equipment sector. The company has won an award for the **2nd Best Lubricant Company at CONSTRUCTION OPPORTUNITIES EXCELLENCE AWARDS 2016.**

RAJESH NAGAR, MD & CEO, GS CALTEX INDIA PVT LTD spoke to **PANJAMI VIVEK** about the company's vision to expand on Indian turf and experience at Bauma CONEXPO INDIA 2016.



On your assessment of BAUMA CONEXPO INDIA 2016 as a trade fair and business generator

This is the first time we participated in Bauma as a direct exhibitor and it has been quite a satisfying experience for us with the response we got during the 4 days of the event. I find this event to be more business centric and focused on a more B2B engagement compared to other such events. GS Caltex is a 50:50 JV between Chevron Corp, USA and GS Energy, South Korea which makes GS Caltex India, a part of two global energy majors. Being a part of such global energy leaders gives us an edge over other lubricant companies by having an access to the latest developments in base oil and additive technologies. This event has helped us in showcasing the strength we have, to address the needs of the Indian customers specifically from the construction and equipment industry. This event has helped us in reaching out to more customers and also has given us good leads for working jointly with some of the leading OEMs and direct customers.

On the takeaways from the event

One of the key take away for us is to keep up the momentum we garnered at the event. I am quite happy with the response we got in the event and the quality of the visitors to our stall.

On the demand for construction equipment going forward

As per the latest numbers, India has surpassed UK to become the world's 5th largest economy on a real GDP basis which speaks volumes about the times we are going through. Year 2016 has been quite an eventful year for Indian economy. India

has overtaken China to become the fastest growing economy in the world. I think this is just a beginning of a tremendous growth trajectory we are embarking upon and infrastructure sector is going to be one of the key growth drivers. Construction industry will continue to be a big contributor to the GDP and to the overall employment.

What role GS Caltex India can play in being part of the infrastructure growth

I see the construction industry to become more organized and quality driven which will open immense opportunities for companies like us. As mentioned earlier we are one of the global leaders in the base oil and additive technology. Base oil is one of the key ingredient in manufacturing of the lubricants and we probably are the only company in India who uses Group II Plus and above base oils in manufacturing of all our products.

We already have a good acceptance for our products in the infrastructure sector. We are working exclusively with some of the leading global construction OEMs in India and the feedback about our products is quite gratifying. I am proud to say that within a short span of 5 years we have established ourselves as a valued partner with many of the global and Indian OEMs.

As far as our offerings to this sector is concerned, we have products ranging from 100 per cent Synthetic Oils, Engine Oils, Hydraulic Oils, Transmission Oils and Greases. We have developed a wholesome customer value proposition which takes a holistic view of the requirements from an Indian customer perspective. To conclude, I would like to say that our endeavour is to become a valued business partner providing end to end lubricating solutions.



Ungsok YANG, Global Lubricants Marketing Team, GS Caltex Corporation, South Korea and K Madhu Mohan, GM- Marketing, GS Caltex India receiving the award from Stefan Rummel, MD, Messe München and Jorge Cuartero, MD, ANMOPYC

Winner of 2nd Best Lubricant Company Award at CONSTRUCTION OPPORTUNITIES EXCELLENCE AWARDS 2016

GS CALTEX PRODUCT SNAPSHOT:



GS Hydro Series

GS Caltex hydraulic fluids are formulated using Group II+ base oils having exceptional oxidation and thermal stability and advanced anti-wear additives. GS Caltex hydraulic fluids have been developed to protect the equipment in challenging conditions for longer periods. They resist oxidation and sludge built up under heavy and hot operating conditions there by protecting hydraulic components

GS Hydro range of Hydraulic Fluids exceed most of the industry standard specifications.

Performance Standards

- ▶ Denison Hydraulics HF-0 (ISO 32, 46, 68)
- ▶ Vickers M-2952-S, I-286-S (industrial applications)
- ▶ M-2950-S (mobile applications) (ISO 32, 46, 68)
- ▶ Cincinnati Milacron P-68 (ISO 32), P-69 (ISO 68), P-70 (ISO 46)
- ▶ Mannesmann Rexroth requirements (RE 07 075)

- ▶ ISO Standard 6743 Part 4, Type HM
- ▶ DIN 51524 Part 2, HLP (ISO 32, 46, 68, 100)
- ▶ AAMA Standard 524 Part 2 (ISO 32, 46, 68, 100)
- ▶ US Steel 126 and 127 David Brown Industrial Gears 0A, 1A, 2A, 3A

Recommended For

- ▶ Injection moulding machines - FerromatikMilacron, Windsor Machines, L&T PML (Now Toshiba Machines), Engel, Husky
- ▶ CNC machines - Mazak, Makino, Nova, UVA, Struder, Widma, Bahmuller
- ▶ Press - Accudyne, Hydrapress, Bruck, Repkon, Taitian Machines, Mitsubishi Heavy Industries
- ▶ Hydraulic systems - Herrenknecht AG, KHD, Linde, Polysius, Danieli, FLSmidth Group.
- ▶ Construction Equipments - Doosan Infracore, Hitachi, JCB, Bucyrus, Telcon

Key Performance Benefits hydraulic system
Better anti-wear properties protect and increase service life of pumps. This minimizes maintenance cost.
Faster air release ensures precision control and smoother power transfer.

Exceptional thermal and oxidation stability with lower level of impurities in the oil help extending the fluid life. This ensures trouble-free operation for longer periods.
Faster water separation prevents emulsification of oil. This prevents fluid degradation affecting the operation of valves and pumps and increasing wear and corrosion.

**Pls refer to the company brochure for the recommended specifications. ◆