

Volvo Construction Equipment

EC200D

Customer Success Stories

VOLVO

Volvo Construction Equipment
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GET MORE DONE

With high swing speed and outstanding lifting capabilities, the EC200 significantly reduces cycle times - which translate into higher productivity. Add Volvo's other hallmark premium features to the mix and you have the most efficient general construction machine on the market.



PHILIPPINES



**“Perfect for
general construction”**

Over the past years, Sunwest Resources in the Philippines has gradually added more Volvo machines to their fleet. The latest addition is more than 80 units of Volvo’s EC200D excavator.

Sunwest uses them at their construction materials facilities for load handling and road building work.

Randolph Zuniga, general manager at Sunwest Resources said the introduction of the EC200D was perfectly timed for Sunwest, with increasing need of fast, 20-ton machine optimised for general construction and with a more straightforward design.

“With the increasing demands on our business, we needed a new type of machine to ensure we continue to fulfil our commitments,” he said.

“These EC200D units are the right fit for us, perfect for the general construction earthmoving we use them for.”

According to Randolph Zuniga, the ongoing investments in Volvo machines coincide with very strong business growth for Sunwest.

“Our growth is very much tied to our partnership with Volvo CE,” he said. “Their machines have met all our needs. The quality of Volvo equipment and the aftersales support we receive in Philippines are unmatched”, he says.

INDONESIA

“The performance is impressive”

Indonesia has scaled up efforts to move to a more sustainable energy future. As part of this initiative the new Rantau Dedap geothermal power plant is under development in South Sumatra, Indonesia.

PT Kharisma Wicaksana Mandiri, a leading heavy equipment contractor, is supporting construction work with the EC200D.

“We selected the EC200D for its power, safety and low fuel consumption. It has been on site for a few months and the performance is impressive,” says Junaidy Darsono, operational director of PT Kharisma Wicaksana Mandiri.

“We received good feedback from our operators who enjoy the machine’s easy functionality and operability. And our management team really appreciates the cost-savings we get from the low fuel-consumption and overall productivity gains.”

The EC200D is loading soil into dump trucks and despite the challenging tropical woodlands and wet weather conditions, the machine can still move around 1000 m³ of material in each 10-hour shift.

INDIA



**“Shorter cycle times
and outstanding lifting
capabilities”**

To meet growing demand of iron ore in Indian, Geomin Industries Pvt. Ltd. is relying on an EC200D to help maximize profit at the company's treatment plant.

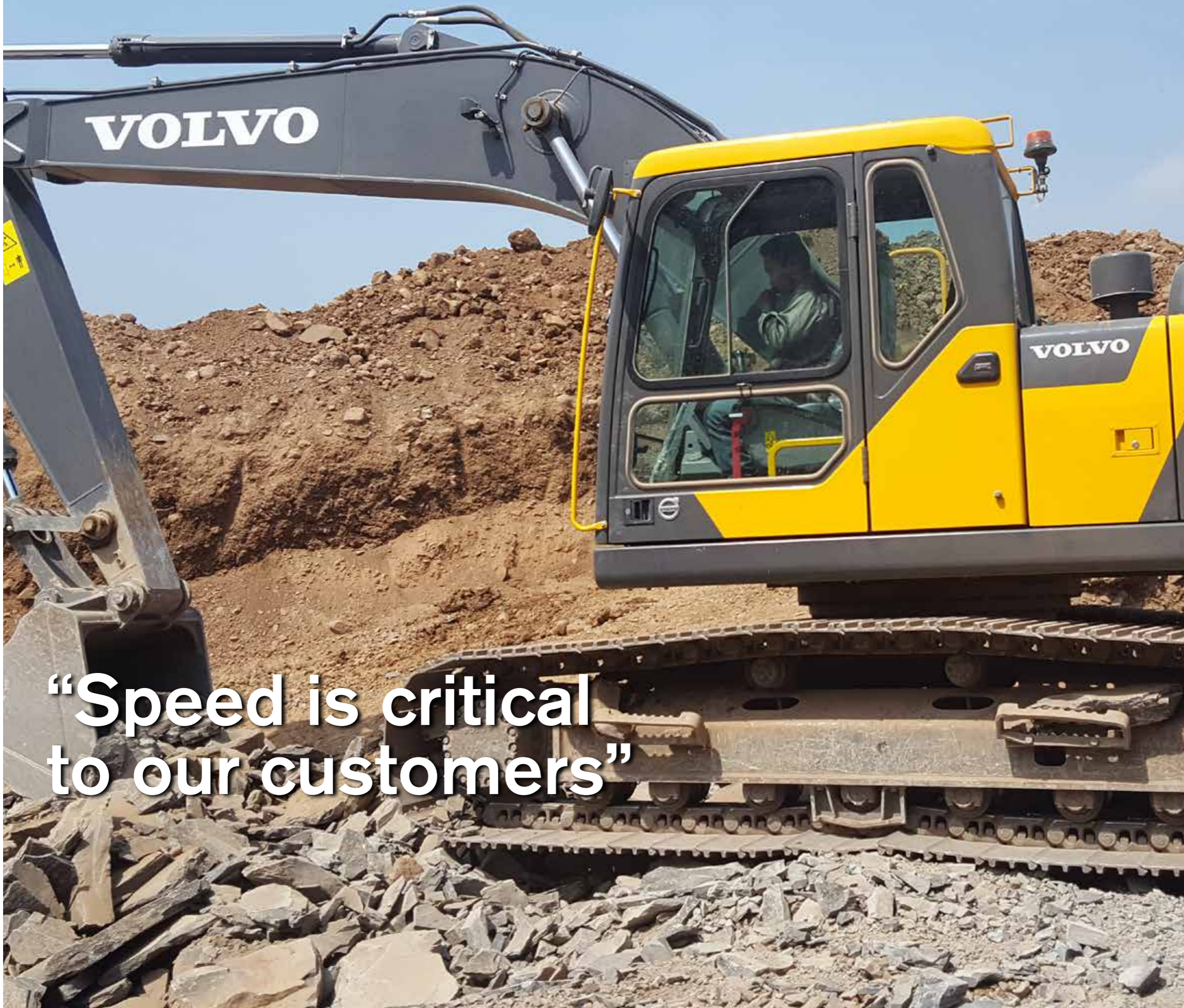
“With rising demand for iron ore-related products, we needed a machine like the Volvo EC200D to keep up productivity. It has shorter cycle times and outstanding lifting capabilities,” says Sandeep Dasgupta, vice president of Geomin Industries.

At the plant, the EC200D re-handles iron ore onto tipper trucks and feed them into hoppers. Designed specifically for material loading, road construction, landscaping and utility work, Volvo's EC200D is the fastest 20-ton class excavator on the market.

Geomin Industries plans to expand its iron ore business with a second treatment plant and recently purchased nearly 200 acres of land in an industrial area in Hargarh, a village in Jabalpur, Madhya Pradesh. The company was so impressed with the performance of Volvo excavators that it plans to convert its fleet to an all-Volvo one to support the business expansion.

“Volvo machines might be more of an investment upfront, but the returns justify the cost. We really like Volvo equipment because they are fuel-efficient, operator-friendly and easy and economical to maintain.” Dasgupta said.

INDONESIA



“Speed is critical to our customers”

Business is booming for Indonesian aggregates producer PT Piramida Utama Perkasa. The EC200 helps them deliver material in time to their customers.

“When we heard about the new EC200D we were excited to add one to our fleet,” said Afnan, owner of PT. Piramida Utama Perkasa.

“The EC200D’s powerful 4-cylinder engine and fast movements make it an attractive option, helping us move as much material as possible, as quickly as possible.”

The company uses the EC200D to load mineral fragments from crushing machines to waiting trucks.

“Speed is critical as our customers’ projects are often time sensitive,” continues Afnan. “The excellent performance of the machine means that we can be more productive and stay on top of our deliveries.”

With its flexibility to carry out a wide range of general construction tasks, Volvo’s new excavator is proving popular in Indonesia with orders continuing to grow.

“With the EC200D’s tough and durable design, we expect to reap the benefits of our purchase for many years to come,” Afnan said.