

# **IndianOil and L&T sign supply agreement**

## **Tie-up for quality upgradation and cost optimisation**

**Mumbai, June 17<sup>th</sup>, 2005:** IndianOil and L&T have entered into an agreement for supply of a range of SERVO lubricants to all the units and subsidiaries of L&T. The agreement was signed here by Mr. Y. M Deosthalee, Whole-time Director & Chief Financial Officer and Dr. N.G.Kannan, Director (Marketing), IndianOil in the presence of senior officials from both organizations.

Speaking on the occasion, Mr. Deosthalee said, "L&T is constantly reappraising its sourcing outreach to achieve greater supply chain efficiencies. We are specifically looking for ways to introduce and implement standardization, with all its attendant delivery-related advantages. The agreement with IndianOil for standardized procurement is part of the Company's broad-based strategy for quality upgradation and cost optimization."

Dr. Kannan said, "IndianOil will be offering to L&T its entire range of Technical Services(TS), which is a techno-commercial enabler. Our TS expertise has successfully enhanced the bottom line of several customers. The various activities like Product Development, Condition Monitoring, Trials and testing of lubricants, Inventory Management Systems and sharing of technical insights in the field of lubricant technology will help L&T units reduce their lubrication costs. L&T is not only a most preferred customer but also an ally in our project implementation plans", he said.

The supply agreement for such a key input as lubricants is likely to lead to superior quality, technological upgradation, standardisation and cost optimisation. The agreement with IndianOil is one more in the series of such proposals by L&T.

L&T is India's leading technology-driven engineering and construction company, with global operations. It is the only Indian company pre-qualified to handle large, process intensive projects overseas, and supplies a range of high-tech plant and equipment to the U.S., U.K., France and other countries thought to be traditional engineering nerve centres.

As a technology conglomerate, IndianOil is the foremost Indian representative in the prestigious Fortune Global 500 list. It is present in the complete hydrocarbon value chain of Petroleum refining, marketing, LNG and basic petrochemicals including the acquisition of upstream assets in India and abroad.