

L&T

# Earthmover

Customer Newsletter

## News

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L&T Management greeting Mr. U.K.Upadhaya, CMD, EMTA Group of Companies





# Showcasing Technology and Innovation



**IMME 2012**



awareness. The newly-launched Scania P410 Tipper Truck, with application in both construction and mining industry, was also on display in the stall.

Special focus was accorded to the theme 'Safety first', with panels and presentations. L&T and Komatsu set up an exclusive audio-visual room to discuss the subject of Safety with equipment users. A video capturing the Komatsu's 22-point Safety program on HD465 Rear Dump Truck was screened for the customers. Safety regulations as stipulated by the DGMS (Directorate-General of Mines Safety), Government of India, formed the core of the presentations.

L&T Stall comprised a two-tier structure that effectively used transparent glass and spacious layout. The main foyer had a range of Komatsu's Genuine Parts on display and large-size meeting halls. Mezzanine floor housed the AV room, smaller meeting rooms and free seating for the customers. Exceptional branding

*Mr. J.P. Nayak, Advisor to Chairman, L&T presenting a commemorative plaque to Mr. H.M. Bangur, Managing Director, Shree Cement at L&T Stall. Also seen (from left) Mr. Gopal Daga, Sr. Vice-President, Mr. Prashant Bangur, Whole-time Director, Shree Cement; Mr. S. Raghavan, Sr. Vice-President & Business Head- MIP, Mr. S.K. Mittra, Executive Vice-President & Head, Construction Machinery and Mr. Arvind K. Garg, Vice-President- Construction & Mining Equipment Business, L&T.*

*Mr. U.K. Upadhaya, CMD, EMTA Group of Companies, in conversation with Mr. J.P. Nayak, Mr. S. Raghavan and Mr. S.K. Mittra during his visit to IMME 2012.*

The winter air at Salt Lake Stadium was thick with the excitement of I-league soccer matches even as mammoth machines and mega-size Dumpers made a beeline in the neighbouring grounds for IMME 2012 – the mining exposition of Asia – to showcase state-of-the-art technology and partnerships. L&T Mining Machinery joined its principals, M/s. Komatsu-Japan and M/s. Scania-Sweden, to put up a fabulous show in Kolkata from 5th to 8th December 2012.

L&T Stall featured live display of Komatsu's HD785 & HD465 Off-highway Trucks in the outdoor area, which are popular in the mining segment and manufactured at KIPL's Chennai Plant. The machines were accessible allowing customers to climb the specially-erected ladder to inspect the cabin interiors and hi-tech controls. Fitted with rear view camera and proximity warning device, the mining trucks reinforced safety







*Mr. Partha Chatterjee, Minister for Commerce & Industry, Govt of West Bengal (second from right) and officials from CII-Eastern Region seen at L&T Stall.*



*Mr. S. Narsing Rao, Chairman-cum-Managing Director, Coal India Limited being taken around L&T Stall by Mr. K. Yamada, KIPL and L&T team.*



*Mr. V. Prabhakar Reddy, Managing Director, VPR Mining Infrastructure Pvt. Ltd., receiving a mini-model of Komatsu Dump Truck from Mr. J.P. Nayak as Mr. S. Raghavan looks on.*



*Mr. H.M. Bangur cuts the ribbon of Komatsu HD465 Dump Truck in the presence of other guests.*



*Mr. Prashant Bangur, Mr. H.M. Bangur and Mr. Gopal Daga proudly show mini-models of Komatsu machines received from L&T senior management.*



*Mr. N. Kumar, Director (Technical), Coal India Limited being briefed by Mr. Arvind K. Garg, and Mr. Jun Takashima, KIPL.*



*Mr. U.K. Upadhaya receiving a mini-model of Komatsu Dump Truck from Mr. Jun Takashima, Sr. Vice-President, KIPL.*



*Mr. Purajit Roy, Vice-President, EMTA being presented with a mini-model of Komatsu Dozer by Mr. S.K. Mittra.*





Mr. B. Ramesh Kumar, Director (Operations), Singareni Collieries Company Limited being greeted by Mr. Partha Mookherjee, Head, Mining Equipment Business during his visit to L&T stall.



Mr. Koji Yamada, Managing Director, KIPL handing over the symbolic key of Komatsu HD785 Dump Truck to Mr. P. Viswanadha Raju, Director (E&M), Mr. Ch. Venkateswara Rao, Chief General Manager (Purchase) and Mr. S. Chandrasekhar, GM (Coordination), SCCL at IMME 2012.



Group photo of L&T-KIPL-SCCL senior management team seen with the backdrop of the Komatsu HD785 Dump Truck.



Mr. B.R. Nahar, Managing Director & CEO, Birla Corporation Limited receiving a dozer model from Mr. J.P. Nayak.



Mr. K. Anil Reddy, Chairman, Sushee Hi-tech Pvt. Ltd., seen with Mr. S.K. Mitra, Mr. Rahul Mehta, Head, CMTB, L&T and members of Scania team.



Mr. G. Suresh Reddy of AMR Constructions Ltd. in discussion with Mr. S.K. Mitra.



Mr. Harsh Agarwalla and Mr. Parimal Himatsingha of Dhansar Engineering Co. Ltd. in discussion with Mr. Arvind K. Garg.



Mr. Davinder Singh, Advisor to MD, KIPL handing over the excavator model to Mr. B.V. Raisinghani, President, Jaiprakash Associates Limited. Also seen Mr. M.N. Jha, Advisor, JPA; Mr. K. Yamada, MD, KIPL; Mr. M.S. Sandhu, Sr. GM, JPA with MEB team.





*Mr. Rahul Dholu and Mr. Ravish Dholu, Executive Directors of Mahalaxmi Infra, Ahmedabad seen with Mr. S.K.Mittra, Mr. Arvind K.Garg and Mr. Rahul Mehta*



*Mr. M.C. Mehta, Sr. General Manager, ACC Limited being greeted by Mr. Arvind K. Garg.*



*Mr. Tuhin Mukherjee, Managing Director and Mr.Prasanta Gupta, General Manager (Equipment) of Essel Mining & Industries Limited in conversation with Mr. Arvind K. Garg*



*Mr. K.V. Ramana, Chief General Manager (Mines), Sagar Cements Limited seen with members of Komatsu and L&T teams.*



*Mr. D.K. Vyas, Chief Executive Officer, SREI in discussion with Mr. Arvind K. Garg and Mr. Hemant Mathur, Head, CEB, L&T.*



*Mr. Kalyan Maity, Executive Director (RMD), Steel Authority of India Limited - Raw Materials Division being presented with a miniature model by MEB team*



*Group photo with Sasan Power Limited represented by Mr. Bimal Singh, GM (Purchase & Contracts), Mr.Afroz Ali and Mr.V.R.Ganesh, Associate Vice-President seen with Mr. Arun Pai, GM-Product Support, L&T, Mr. T. Yamaguchi, GM-Application Engg, and L&T Team.*



*Mr. Shashin Patel, Joint Managing Director, Sadbhav Engg, in conversation with Mr. Arvind K.Garg and Mr. Rahul Mehta.*





*Mr. D.B.Sundaramam, General Manager (OMQ), Noamundi Division and Mr. Pravin Srivastava, Head-Raw Materials Project, of Tata Steel Limited in discussion with Mr. Arvind K.Garg.*



*Mr. V.K. Hamirwasia, President (centre) and Mr. S.R Sharma, Mines Head, Birla Corporation Ltd, Chanderiya seen with Mr. Arvind K.Garg, Mr. Arun Pai and MEB & PSD team.*



*Mr. Manoj Agarwal, CEO- Business Development, Lanco Infratech in discussion with Mr. Mike Bullen, KAC and Mr. Arvind K.Garg.*



*Mr. Rajan Padabidri, General Manager(third from left) and Mr. Pradeep Kathuria, Head- Equipment Bank (fourth) of Essar Projects (India) Ltd seen with Mr. Arvind K. Garg.*



*Mr.M.N.Rai, Executive Director I/C (RMD), Mr.A.Srivastava,Executive Director(RP& E), Mr.S.K.Saha, Executive Director(Project), Mr.B.B. Singh, DGM(Materials) and other senior officials of Steel Authority of India Limited-Raw Materials Division seen with Mr. S.K.Mittra, Mr. Mike Bullen, KAC and Mr. Kausik Bose.*

given to the stall with flags, umbrellas and wall images of machines added to the visibility.

Aggregates like recon engine, pumps, transmission and critical spares, which form the lifeline of mining equipment were on display.

Modular Mining System Inc, an associate company of Komatsu, working on enhanced productivity for the clients through value-added integration of on-board system in opencast and

underground mines, had a separate presentation area.

Mr. J.P. Nayak, Advisor to Chairman, L&T; Mr. S. Raghavan, Sr. Vice-President & Business Head, Machinery & Industrial Products, L&T; Mr. S.K.Mittra, Executive Vice-President & Head, Construction Machinery, L&T and Mr. Arvind K.Garg, Vice-President, Construction & Mining Equipment Business, L&T, led L&T's participation in the exhibition. Several important customers from the coal and

mining industry and key officials from the Union Ministries of Coal, Steel and Mining visited the stall and interacted with the senior management.

Komatsu India Pvt. Ltd. was represented by Mr. K. Yamada, Managing Director; Mr. Isao Oya, Sr. Vice-President and Director; Mr. Jun Takashima, Sr. Vice-President; Mr. Davinder Singh, Advisor; Mr. T. Yamaguchi, GM-Application Engineering; Mr. M. Miyazawa, GM-Parts; Mr. Koji Yasuoka, GM-Service and other team members. Scania was represented by Mr. V. Shivakumar, Director-Sales, Scania Commercial Vehicles India Pvt Ltd. and his team.

Mr. Arun Pai, GM-Product Support, L&T alongwith his team of Service Managers, dealt with customer queries relating to repairability solutions. Mr. Partha Mookherjee, Head-Mining Equipment Business, L&T and his team of Zonal Managers briefed the customers on Komatsu's new models being introduced in Indian market. Mr. Hemant Mathur, Head-Construction Equipment Business, L&T, with his team of Zonal/Territory Managers from Eastern India, actively participated.

Mr. Rahul Mehta, Head-Construction & Mining Tipper Business, and his team of sales executives were upbeat with

## Building Trust with EMTA

EMTA Group of Companies is one of the L&T's largest customers with a 200-strong working fleet of Komatsu and L&T-Komatsu machines. To recognize the long-standing relationship and the indomitable partnership between L&T, Komatsu and EMTA, Mr. S.K. Mitra, Executive Vice-President, L&T Construction & Mining Machinery, handed over a special memento to Mr. U.K. Upadhaya, Chairman and Managing Director, EMTA Group of Companies, on 15th December, 2012 in Kolkata. EMTA was the first company in India to have acquired the mammoth Komatsu PC3000 Hydraulic Excavator for its mining projects.

EMTA has since productively deployed Komatsu's large-size machines viz., PC1250 Hydraulic Excavators, HD785 Rear Dumpers, D375 Dozers, WA470 Wheel Loaders and GD705 Motor Graders for its coal projects located at Baranj-Maharashtra, Pakur-Jharkhand and Tara/Barjora/Gangaram Chowk-West Bengal.



*Mr. S.K.Mitra handing over the special memento to Mr. U.K.Upadhaya.*

Most of these high-value machines are effectively supported by L&T for Full

Maintenance Contract through its PSD Service Centres at Durgapur and Nagpur.

## ...Showcasing Technology and Innovation



*Mr. E. Madhusudan Rao, Managing Director, EMR Engineers & Contractors, checks the steering controls of the newly launched P410 Tipper Truck.*

Scania's new P410 Tipper Truck, which was touted for high safety and good ergonomics.

IMME 2012 was organized by Confederation of Indian Industry and supported by Coal India Limited and Union Ministry of Mines. Coinciding with the event, Global Mining Summit

discussed the emerging business opportunities and streamlining transport logistics. The exposition was inaugurated by Mr. Partha Chatterjee, Minister of Commerce & Industry, Government of West Bengal and presided over by Mr. S.K. Srivastava, Coal Secretary, Government of India.



*At L&T Stall: On display at IMME 2012 – Aggregates and Parts – in the outdoor & indoor area.*



## EMR – Meeting Challenge in Mining Contracts



*Mr. Edupuganti Madhusudan Rao*

**"I** have implicit faith in the performance and durability of L&T supplied machines", remarks Mr. Edupuganti Madhusudan Rao, Managing Director, M/s. EMR Engineers & Contractors, with quiet confidence. He is currently executing overburden (OB) removal contract at Medapalli site in SCCL-Ramagundam. The project entails excavation of about 248.75 lakh CuM OB in 24 months' time. Mr. Rao has deployed a productive fleet of 7 nos. L&T-

Komatsu PC450 machines alongwith 32 nos. Scania P380 Tipper Trucks at the site.

Having kickstarted the project in Dec. 2011, Mr. Madhusudan Rao is a happy man today. "The fact that we are ahead of schedule is certainly reassuring", he says. Mr. Rao, a Production Engineer from Amravati University, was earlier with ABC Engineering Works for over 14 years and has rich experience in machine management and opencast mining projects. In 2006, he decided to strike

out on his own and set up his proprietary concern. His initial contracts were made up of pipeline activity and canal projects in different parts of Andhra Pradesh. Amongst the projects he has undertaken are the pipeline and pumping system at Devidula Phase I & II, in Warangal District of AP.

He met a huge challenge when he took upon the project to excavate underground caverns in the port city of Visakhapatnam, that enabled him to develop a better perspective in machine deployment. These underground caverns are used for storage of petroproducts. HCC had awarded him the contract against work allotted by M/s. ISPRL (Indian Strategic Petroleum Reserves Limited), a statutory body under the Government of India. Having had successfully completed the project, Mr. Madhusudan Rao has now embarked on a similar project in the East Coast near Udipi. Says Mr. Rao, "These projects have broadened my understanding of equipment utilization in different strata and deploying them to my best advantage".

Mr. Madhusudan Rao's earlier experience in SCCL area helped him manage with great ease even as he embarked on this maiden contract in mining operations. He is completely familiar with the mining geology of Ramagundam area and the constraints with regard to fault lines there. He says, "Scania P380 machines are good for our kind of operations. We are averaging

*L&T-Komatsu PC450 loading Scania P380 Tipper at EMR site and (at right) Komatsu D85 Dozer in action.*





85 trips per day with 400 km operating distance. It is about 28 trips per 8 hr shift." His support equipment comprises Komatsu GD555 Motor Grader and D85 Dozer.

Another project which Mr. Madhusudan Rao is now executing is at Chamarajnagar, near Mysore, where he has deployed L&T-Komatsu PC300 Mighty machine in a granite quarry. He finds this machine highly advantageous to the stone industry, given its reinforcements and enhanced power.

Mr. Rao says the infrastructure hype has brought in several players and huge

opportunity in terms of new contracts and employment. But he feels the lack of skilled manpower at various sites was the biggest stumbling block to push the projects in time. Plus the retention of skilled labourers was a matter of concern as well.

Mr. Rao spends many hours at the site office to fine tune the fleet productivity. He has made extensive arrangements for staff housing and mess facilities. This is besides the statutory needs for Parts Warehouse and Maintenance Depot. "All the maintenance activities are coordinated by L&T's Product

Support team competently at site. Trained technicians have been giving us excellent fleet availability", he says. This is complemented by Scania's 'Anytime Anywhere On-site Service' where the team provides 24/7 support.

For the present, Mr. Madhusudan Rao prefers to work only on mining contracts. The reason being that there is clarity in job contract and defined timelines. This is unlike the road projects, where uncertainty of land acquisition and funds flow are interceding the progress in most jobsites. Working to the fullest satisfaction is his credo.

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## L&T-Komatsu PC200 in Tunnel Application



*L&T-Komatsu PC200 working in the tunnel*

A three-hour drive from Hyderabad brings us to Warangal, the erstwhile capital of Kakatiya rulers and located in the heartland of Telangana. It is here in Mulugu town that one of L&T's important customers, M/s. Coastal Projects Limited has deployed L&T-Komatsu PC200 with a short boom attachment for tunnel application.

The project being Devedula Lift Irrigation Scheme (Package-3) sanctioned by Irrigation & Command

Area Development, Govt of AP, involves investigation/design/execution of 6m internal diameter of 'D' shaped tunnels with carrying capacity of nearly 50 cusecs of water from Dharmasagar to Ramappa tank. The total length is 55 km and CPL has deployed 20 machines and about 1600 people to work on this project.

Says Mr. Shivaram Babu, Project Manager-Mulugu, CPL, "We are using PC200 with 1.2 Cu.M.hard-facing bucket to take care of the hard rock here.

The machine is strong and giving us trouble-free performance. Loading cycle is fast compared to other models, which are at the same site." The machine had done approx. 3500 hrs as of end July. "The regular work involves 2 hrs of drilling and 1 hour of blasting inside the cavern, after which the shovels take positions to move the muck," says Mr. Rukmangada Rao, Maintenance Engineer, who monitors the health parameters of L&T-Komatsu PC200.



## Flashback – Bhutanis were the pioneers in mine mechanisation

Meet Delhi-based Mr. Lalit Bhutani, the affable and vivacious Managing Director of Charter House Tours & Travels, who runs a successful travel business with the help of his son, Rajat. Many years back, the Bhutanis were engaged in coal transportation and wagon loading contracts and were a familiar name in L&T. In fact, Mr. Bhutani was one of the earliest L&T customers to have purchased LC80 Hydraulic Excavator in early seventies, when the product had just been launched in the Indian market. L&T was importing LC80(crawler-based) and LY80(wheel-based) machines from M/s.Poclain S.A., France.

In the pre-nationalisation days, Mr. Bhutani's father had well-established coal mining activity in Dhanbad, but had to be wound up owing to the changed policy. Later he established M/s. RB Traders in the seventies with interests in coal handling and wagon loading in the coal mines/washeries in the Eastern Region.

Easy availability of local labour made the Bhutanis deploy them in huge numbers, but the growing unrest made things difficult to continue with the arrangement. They had little option but to initiate mechanisation in their operations. Mr. Bhutani actively scouted the market and found L&T's newly-



*Mr. Lalit Bhutani with Rajat (standing)*

launched LC80 Hydraulic Excavator as the most suitable option.

LC80 machine with clamshell attachment enabled Mr. Bhutani to not only step up mechanisation in the mines, but increase the output substantially. Given the encouraging results, he followed it up buying the L&T's 90CK Hydraulic Excavator, which gave a fillip to production and consolidated the targets. He also acquired a few tippers to support his activity.

Says Mr. Bhutani, "Though Wheel Loaders would have been better for the coal handling operation, we found it difficult to manage in view of their size. On-the-other-hand, LC80 could easily manoeuvre in the constrained space and its 360 degree movement was a great advantage for operations. Our experience with the L&T machines was truly rewarding."

In 1983, the family shifted operations to the coal town of Singrauli - a long

association with NTPC contracts in transportation and coal handling. The Bhutanis also bid for jobs in Coal India Limited and were involved in contracts in Singrauli, Farakka, Raniganj, Asansol and Hazaribag. Several other contracts followed in Eastern Railway for mining/crushing/loading of ballast. They even had overburden removal contract in Anpara and BCCL.

Mr. Lalit Bhutani has fond memories of L&T technicians. He recalls the excellent service rendered by L&T even on holidays, when Parts Depot was opened to comply with urgent requirements. "Service Engineers were well conversant with the technicalities of the machine and spent a lot of time making our operators understand," he recalls. He shared a close bonding with the L&T team that used to visit his site to sort out issues.

*Interview by Ashish Dubey & Prakhar Jain, CEB-Delhi.*



## Earthmoving Machines - Safety

### Can it be over-emphasised?

Emphasis is required when you need to prove a point. Announcements are often repeated to attract attention or emphasise a message. But overdoing it can irritate even the coolest and the most accommodating ones. But can SAFETY be ever over-emphasised? NEVER - as even a single instance of lapse in safety could result in loss of property, limbs or perhaps life. Though this is true for all aspects of life, here we would like to focus on Earthmoving machinery.

Look at the following picture



What went wrong? The dump truck missed its road and climbed on the dumped material. Did the operator lose control because of a defect in the truck or was the operator at fault (unskilled, fatigue, sleep or alcohol)? A probe of the accident, and the operator would expose the truth. However, in this case only the dump truck was slightly damaged and the operator escaped unhurt. The operator may not always have such good luck. Studies world over have revealed that equipment failure has the smallest share amongst the factors that cause accidents in earthmoving industry. Larger influencing factors are skill or competence level of personnel, lack of fitness to work – either due to ill-health, fatigue, influence of medication or alcohol, awareness of the working area and, compliance to the prescribed guidelines. Responsible organizations try their best to create safe working environment and drive safety habits by adopting all possible means of information and education (posters, labels, caution signage, classroom sessions, toolbox talk etc.,) to protect human lives.

There are innumerable instances of accidents of this nature and almost anybody in the Earthmoving industry would have experiences to narrate. But should we call it an accident or an event caused due to sheer negligence or even ignorance. But there is little room for ignorance and phrases like “it’s OK”, “nothing will happen” or “everything will be fine”. Whenever we are working with Earthmoving machines, it is only attitude towards safe working, knowledge of the consequences of a safety lapse, and self-discipline in abiding by the basic safety norms shall keep one alert at his work-place. This should be able to fetch an answer “Yes”, to – Am I safe even if something goes wrong?

Komatsu propagates a simple 5-point commandment to safety



All the five points mentioned here seem pretty routine. However, rules and procedures that look simple and easy to follow are the first to be neglected, and thereby need maximum



monitoring and supervision. If you are a supervisor/team leader or project manager, safety of your team members should be your prime responsibility and this aspect should be given equal weightage while meeting the production targets.

- **The Bigger Picture:** Will my work affect others? Can others affect me? Where are my emergency exits?
- **Spills or Leaks:** Where and how could fuel, hazardous liquids or gas spill or leak?
- **Slips, Trip or Falls:** Do I see wet or greasy floors or obstacles? Is there safe access to the machine?
- **Manual Handling:** Am I handling a safe weight? Am I in the best position? Are there any obstacles on the way to my destination?
- **Moving Parts:** Is the safety guard on? Any loose clothing, pinch points or impact risks?
- **Stored Energy:** Is there a compressed air, gas, steam or electricity risk?
- **Fire:** Do ignition sources or fuels pose a risk? Are fire extinguishers close by?

### Personal Protective Equipment (PPE)

A soldier, not in uniform, is not prepared for a combat or even for a guard of honour. So is a maintenance crew without the personal protective equipment (PPE). Safety shoes, hard hats and reflecting jackets should be mandatory for entry into a mine. So should gloves and goggles be required for working in areas like pin removal, grinding, welding or hammering. Some common PPEs are shown in the adjoining visual. These silent saviours should not be misunderstood as additional burden on the body. In reality, they are your bodyguard at all times.



### Mounting & Dismounting

Always face the machine while climbing on and alighting/dismounting. Make sure to maintain a three-point contact at all times. Either both hands and one leg or both legs and one hand should be in contact with the machine. Jumping off the machine anytime is a strict No-No.



### Lockout & Tagout



If you are a maintenance man, while working on a machine, make sure that no one else should be able to start the engine even by mistake. This can be achieved by using the 'Lock Out and Tag Out' method. Make sure that the key is removed, and a "Do Not Operate" tag placed on the controls. Ideally, each maintenance team leader should have a tag capturing his name, photograph and contact number, so that the details of the person working on the machine is known to all.





### See & Be Seen

While driving, the key should be to "SEE AND BE SEEN". The truck (in picture) flattened the car just because it was parked at a place where it could not be seen, or the operator did not walk around to see but took it for granted that nothing would be around. From the height where the operator sits a lot of area close to the machine falls in the blind zone and only walk-around inspection prior to climbing on to the machine makes him aware of the surroundings.



Whenever you are driving, you have to keep margin for others mistakes and remain alert not to commit one yourself thinking that others would be prepared to avoid a mishap for your faults. Consider yourself to

be the only wise man in the mines and it is your duty to protect yourself and others. Dozing off while at the wheels contribute to a large percentage of accidents. It is the early hours of the morning and our body naturally wants rest. It is quite likely that one falls asleep. It is during this period that one should be extra cautious. A small break, a glass of water, tea or coffee can help tide over the crucial period. Some common medicines like the ones you take for cough and cold induces drowsiness, and should be avoided. Do not drive if you are under medication and **DO NOT EVEN THINK OF DRIVING OR OPERATING AN EARTHMOVING MACHINE UNDER THE INFLUENCE OF ALCOHOL.**

### Importance of Seat belt



The seat belt is a life saviour for the operator on a mobile machine. In case of an accident, it keeps the operator secured to the seat and does not allow him to be thrown out of the machine. All modern mobile machines have ROPS (Roll Over Protection Systems) cabin, which means that even if the machine topples or rolls over, the cabin will not be deformed to the extent to cause injury to the operator. Putting seat belt ON is an instruction which you must follow. It is not for somebody else's safety. It is for **YOUR** safety.

Please remember that you are working on Earthmoving Machines to earn an honourable living and lead a healthy life. Let not a small error convert you and your dear one's life to run on insurance claims. **BE SAFE AND LIVE HAPPY.**

There is a safety adage, which goes like....

"Trained/Aware person is safe in an Unsafe environment while Untrained/Unaware person is unsafe in safe environment"

Let us spread the essential message on safety.

*L&T Training Centre, Bangalore*

*Photos shown are for illustrative purposes only*



## Key Handing Over



Mr. R. Ramani, Zonal Manager, CEB-S2 handing over the symbolic Key of L&T-Komatsu PC71 machine to Mr. H.M. Prakash at Channarayapattana, Hassan Dist. Mr. Gerald Agnel, Territory Manager, Manager Mr. R. Socrates, Sales Manager, CEB-Bangalore, Mr. Sanjay Hegde, Director, and Mr. Anand Mani, COO, M/s. Anugraha Construction Equipment Services (CMB Dealer) are also seen.



CEB-Durg delivered the Chattisgarh's first L&T-Komatsu PC210LC-8 to Botalda Construction. Mr. Niraj Patel, Director, Botalda Construction alongwith Mr. Prakash Rao, Project Director, SEW and Mr. Amitabh Marwah, Territory Manager, CEB-Nagpur are seen in the key handing over function.



Mr. Ajay Dhoot and Mr. Yogesh Pasalkar of M/s. Maxel Rock Processing receiving the symbolic key of L&T 9020 Wheel Loader at Bhor, Maharashtra from Mr. Rahul Mehta, Zonal Manager, CEB-W1. Also seen are Mr. Mohit Kondaskar, Territory Manager, CEB-Pune, Mr. Atul Govande, Asst. Sales Manager, CEB-Pune and Mr. M.S. Qamar, DC (Service & Parts), CEB-Pune.



Mr. Sahil Tandon, CEB-Chandigarh handing over the symbolic key of L&T-Komatsu PC210LC-8 to Mrs. Inderjeet Kaur Mann and Mr. Sharanjit Mann of M/s. Mann Earthmovers. Representatives of M/s. Suchitra Sales Pvt. Ltd. (CMB Dealer) are also seen.



Mr. S.K. Sasmal, Director, M/s. Sasmal Distributors, receiving the symbolic key of L&T-Komatsu PC210LC-8 in Paradip, Odisha from Mr. Chinmoy Roy, Territory Manager, L&T-Bhubaneswar. Mr. Sasmal was the first customer to acquire PC210 machine in Odisha State.



Symbolic key of L&T-Komatsu PC210LC-8 being handed over to Mr. Radheshyam Banjara of Shree Matheswari Borewells by Mr. Mahendra Kumar, CEB-Udaipur in Jaisalmer.





Mr. Sadananda and Mr. Umesh of M/s. Naksha Diggers, Dakshina Kannada, receiving the symbolic key of L&T-Komatsu PC71 machine from Mr.H.K.Satish, Sales Engineer, M/s. Anugraha Construction Equipment Services (CMB Dealer) at Bantwal, Karnataka.



Mr. R.L.Thacker, Director, M/s. NKB Industrial Products Pvt. Ltd. (CMB Dealer) handing over the symbolic key of L&T-Komatsu PC71 to Mr. Kuna Sahu at Jagmohanpur, Odisha. Also seen are Mr. Smriti Ranjan Sahu and Mr. Sibhsish Maharana.



Mr. Upendra Pratap Singh, Proprietor, M/s. Fortune Enterprises receiving the symbolic key of L&T-Komatsu PC200-6 from Mr. R. Rameshwar, Branch Manager of Deccan Earthmovers at Panna-MP.



Mr. Vikram Patil receiving the symbolic key of L&T-Komatsu PC71 at Kolhapur from Mr. Dattatreya Shinde, Sales Manager, M/s. DIDPL (CMB Dealer).



Photograph taken at the handing over event of the UP's first L&T 9020 to M/s. Baghel Infrastructure Pvt. Ltd. in Waidhan area of Singrauli, MP, by CEB-Lucknow.



Mr. Neeraj Sharma, Territory Manager, CEB-Chandigarh handing over the symbolic key of L&T 9020 Wheel Loader to Mr. Naseeb Chand of M/s. Pankaj Stone Crusher in Ropar-Punjab.



## Presenting the Hydraulic Excavator of the Future – L&T-Komatsu PC210LC-8 with KOMTRAX



The premium-class Hydraulic Excavator – **L&T-Komatsu PC210LC-8** – is bringing about a revolution in the 20-tonne excavator market in India. A product of breakthrough technology, it incorporates the unique **KOMTRAX** satellite-based tracking system. Now with **KOMTRAX**, you could monitor your excavator's performance and efficiency parameters in the cool comfort of your office, instead of necessarily being with the machine at its site.

### Benefits that make L&T-Komatsu PC210LC-8 a sure winner:

- Manage your machine from a remote location effectively
- Receive regular updates on machine performance online
- Receive timely alerts on scheduled maintenance
- Outstanding operator comfort and machine safety
- Reduced operating costs and maintenance expenses
- Long Crawler – built for better stability across user applications
- Autodecel – saves fuel by automatically dropping engine speed during the idle time

### Product Specifications

- Net Horsepower – 110 kW/148 HP @2000 rpm
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- Bucket Capacity – 0.95-1.2 Cu.M.

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**L&T Construction Equipment**

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