

L&T Earthmover News

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Superb Show by L&T at Excon 2011

As the leading manufacturer and distributor of Hydraulic Excavators in the Indian market, L&T occupied centre-stage at Excon 2011 to showcase its cutting-edge technology and after-market support. Billed as the top exposition in Construction Equipment Industry in Asia, Excon 2011 drew huge crowds and held them spellbound. The show was held at BIEC Grounds, located off Tumkur Road-Bangalore from 23rd to 27th November 2011.

Senior Management of L&T led by Mr. J.P. Nayak, Advisor to Chairman, and KIPL led by Mr. K. Yamada, MD come together for a group photo with EMTA team led by Mr. U.K. Upadhaya, Chairman & MD

L&T Construction & Mining Machinery joined its principals M/s. Komatsu-Japan and M/s. Scania-Sweden to display its stunning range of machines. Spread over an area of 2400 sq.ft., the L&T stall had a live display of 18 machines each vying for attention. There was an impressive line-up of machines manufactured at the L&T-Komatsu facility in Bangalore viz., PC71, PC130, PC200, PC210, PC300, PC300 Mighty & PC450, which are popular in the construction industry. Machines like D39/D85/D155 Dozers, GD555 Motor Grader and WA600 Wheel Loader, imported from Komatsu plants worldwide, gave the visitors an opportunity to get a first hand feel of Komatsu's advanced technology.



L&T 9020 Wheel Loader, developed indigenously by L&T's Product Development Centre and manufactured at L&T's Kansbahal Works was on display, and signalled the coming of age of L&T's own products for the construction segment.

Scania P380 Tipper Truck with 'Opticruise' feature, manufactured by Scania-Sweden, found a place of pride in the product gallery. Having supplied over 600 Trucks since its launch, the 18.8 CuM Tipper for L&T and Scania is setting new productivity standards in the off-highway haulage segment.

Specially-done pedestal showcasing the gleaming L&T-Komatsu PC210LC-8 -- the 'newest kid' on the block -- attracted great curiosity from customers through the show. Sales teams were engaged in answering queries relating to its unique feature - Komtrax. To explain the unique and advanced features of Komtrax, a theatre was created in the L&T's pavilion where the customers learnt the importance of Komtrax and its distinct benefits through a series of audio-visual presentations.

The L&T Stall wore an attractive look with a two-tier structure, spaced out balcony overlooking the product display, and well laid-out meeting rooms. Special emphasis on branding on all sides enabled the stall to gain high visibility. The one-way vision glass panels with images of machines enhanced the aesthetics of the show. Fluttering flags and brand pylons spread over the stall added to the charm. An impromptu quiz programme conducted by Mr. Brendon DaCruz of L&T Training Centre gave visitors a chance to answer simple questions on products and win goodies.

Parts Operations occupied a larger area on the ground floor and had a large display of various consumables.

The message of 'using genuine parts at all times' was loud and clear. Parts engineers were busy demonstrating to the customers the pitfalls of spurious parts and the need to keep vigil against them. Product Support Department, with its chain of Service Centres, Training Facilities and Dealer Network, highlighted the various services offered at the sites. A Reman (*Re-manufactured*) Engine, offered as part of value-added services, was on display. Also on display was a range of attachments available for hydraulic excavators. Used Equipment Business, making a foray at Excon 2011 began its sales pitch. L&T's Kansbahal team was around explaining to the customers their sophisticated products in the Construction and Mining industry.

Mr. J.P. Nayak, Advisor to Chairman, L&T alongwith Mr. S. Raghavan, Sr. Vice-President & Business Head, Machinery & Industrial Products, L&T; Mr. S.K. Mitra, Executive Vice-President, L&T Construction & Mining Machinery; Mr. Arvind K.Garg, Vice-President-CMB, L&T and Mr. Arun Pai, General Manager-Product Support, L&T received the visitors at the stall and participated in the key handing over ceremonies. Mr. Koji Yamada, Managing Director and Mr. Davinder Singh, Advisor to MD, M/s. Komatsu India Pvt. Ltd. took part in the events. Senior executives from both the companies were present at the stall.

Excon 2011 was conceived and organized by Confederation of Indian Industry in association with Indian Earthmoving and Construction Industry Association Limited. The show was inaugurated by Mr. C.P. Joshi, Minister for Transport and Highways, Government of India. The exhibition covered both outdoor and indoor participation.





Mr. D. Srinivasulu of M/s. Srisai Construction-Nagpur being greeted by Mr. S.Raghavan, Sr.VP alongwith Mr. S.K. Mittra, EVP at L&T Stall. Mr. Amitabh Marwah, Territory Manager, CEB-Nagpur is also seen.



Mr. S. Raghavan, Sr.VP, handing over the symbolic key of L&T-Komatsu PC450 to Mr. Ramesh Patel and Mr. Raghavendra Pandey of M/s. National Construction Company-Bhuj. Mr Rahul Mehta, Zonal Manager, CEB-West is at extreme right.



Mr. V. Prabhakar Reddy of M/s. VPR Infra Ltd being taken around the L&T Stall by Mr. K. Krupanand, Dy.General Manager-CMTB.



Mr. B. Seenaiah, MD, M/s. BSCPL Infra Limited, in discussion with Mr. Arvind K.Garg, VP and others during his visit to L&T Stall.



Mr. M. Reginald of M/s. Lanco Infratech Ltd being greeted by Mr. Arvind K.Garg, VP and Mr. Vivek Hajela, Zonal Manager, CEB-North.



Barbil-based customers Mr. Gurdoyal Singh of M/s. Gurunanak Roadlines and Mr. Nirmal Singh of M/s. National Transport seen at L&T Stall with Mr. Arvind K. Garg, VP-CMB; Mr. D. Banerjee, Head-MEB; Mr. Partha Mookherjee, Sr. DGM-CEB and Mr. Mukesh Tiwari, Zonal Manager, CEB-East.



Mr. Ajeet Pandey of M/s. Gangotri Enterprises, Delhi, receiving the symbolic key from Mr. Arvind K. Garg, VP. Mr. Amit Kumar, Territory Manager, CEB-Lucknow is also seen.



Mr. Manish and Mr. Satish Agarwal of Kolkata receiving the symbolic key of the machine from Mr. Partha Mookherjee, Sr. DGM-CEB. Mr. Mukesh Tiwari, Zonal Manager, CEB-East and Mr. Anupam Mukhopadhyay, Territory Manager, CEB-Kolkata are also seen.



Mr.L.Sudhakar of M/s. Coastal Projects and Mr. E. Madhusudhana Rao of M/s. EMR Group receiving the P380 symbolic key from Mr. S.K.Mittra, EVP, Mr. Arvind K.Garg, VP, L&T, Mr. Erik Bergvall and Mr. Henrik Fagrenius of Scania.



Mr. K.V. Ramana, CGM (Mining), M/s. Sagar Cements receiving the symbolic key of Komatsu WA600 from Mr. Takashima, Sr. VP, KIPL. Mr. D.B. Pai, Zonal Manager, MEB-South, Mr. S. Ghosh, Sr. DGM-PSD, Mr. P. Perumal, Head-Chennai Service Centre, and Mr. D. Banerjee, Head-MEB are also seen.



Mr. Meda Vishnuwardhan Reddy from Nellore-AP and his associates seen at L&T Stall with Mr. Arvind K. Garg, VP, Mr. T.Sarvanakannan, Zonal Manager, CEB-S1, Mr. R. Ashok Kumar, Territory Manager, CEB-Vijayawada and Mr A.S.Arun, CEB-Nellore.



Mr. Jamal Mohammed and team from M/s. Aranhikkal Granites, Kerala being greeted by Mr. Arvind K.Garg, VP. Mr. Hemant Mathur, Head-CEB and Mr. R.Ramani, Zonal Manager, CEB-S2 are also seen.



Mr. V. Srinivasa Rao of M/s. Sri Srinivasa Earthmovers & Trailers-Hyderabad receiving the symbolic key of L&T-Komatsu PC200 machine from Mr. Arvind K. Garg, VP. Mr. T. Sarvanakannan, Zonal Manager, CEB-S1 and Mr. E. Suseel Kumar, CEB-Hyderabad are seen.



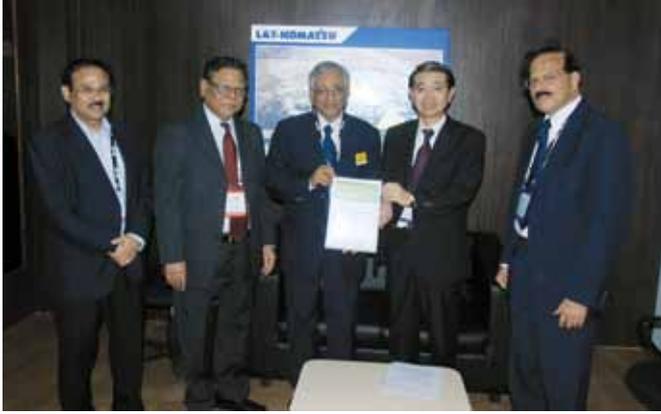
Mr. A. Kumaresan and Mr. A. Kadiresan of M/s. Rason Crusher, Coimbatore receiving the symbolic key of L&T 9020 from Mr. Samidh Chatterjee, Sr. DGM, CEB-CBU. Mr. T. Sarvanakannan, Zonal Manager, CEB-S1, Mr. A. Sathish Kumar, CEB-Coimbatore and Mr. R.B. Ganesh, CEB-CBU are also seen.



Mr. Kariyappa D. Channur, Gulbarga seen with Mr. Partha Mookherjee, Sr. DGM- CEB, Mr. Gerald Agnel, Territory Manager, CEB-Karnataka and Mr. Sharanappa Nidagundi, CEB-Hubli soon after receiving the L&T-Komatsu PC200 machine at L&T Stall.



Mr. Mohamed Ishack, Chairman, M/s. Alif Group of Companies, seen with his team at L&T Stall with Mr. Arvind K.Garg, VP, Mr. D.B. Pai, Zonal Manager, MEB-South and Mr. A.S. Manohara, CEB-Bangalore.



Mr. S. Raghavan and Mr. K. Yamada show copy of the Agreement signed between L&T and L&T-Komatsu Limited during Excon 2011 flanked by Mr. J.P. Nayak, Mr. S.K.Mitra and Mr. S. Gopal.



Mr. Arvind K. Garg, Vice-President, speaking to the CII representative on L&T's participation at Excon show.



Mr. Hemant Mathur, Head-Construction Equipment Business, along with Komatsu team at the launch of Used Equipment Business in L&T Stall during Excon 2011



Mr. K.A. Sravan Kumar, Sr. DGM and Mr. K. Mukhopadhyay, AGM, CEB-Parts seen with Komatsu team in the Parts Display of L&T Stall.



Mr. Brendon DaCruz conducting impromptu quiz for the visitors at the L&T Stall.



L&T-Kansbahal showcases its products and offerings in the separate area on the mezzanine floor.



Mr. Sanjay Karkala, DGM, CEB-Division, briefing the customers on Komtrax benefits in the exclusive facility set up at L&T Stall.



A view of the machine display at L&T Stall.

Suminfra 2011 – Debating the Southern Experience

Speakers at the 9th edition of Suminfra 2011, the national level summit on ‘Sustainable Public-Private Partnerships in Infrastructure’, organized by Confederation of Indian Industry, Southern Region, in Hyderabad on 21st and 22nd September 2011, called for coordinated efforts from all stakeholders in strengthening the PPPs by mitigating the risks and securing a definite future.

Mr. J.P. Nayak, Advisor to Chairman, Larsen & Toubro, and Conference Chairman, Suminfra 2011, remarked that State Governments had a vital role in guiding the PPP movement and were keen to making the mechanism more robust and transparent for the future. In the 11th Five year Plan period, the States were aiming to grow at 9 per cent against the present 8 per cent, he added. Mr. Nayak revealed that the investment target for the 9th plan has been set at \$ 1 trillion, with private investment slated to rise to 35 per cent.

PPP experts from the four Southern States discussed in detail the need to hasten up the projects and remove the bottlenecks to gain the confidence of the people. Subjects discussed included Institutional framework for quicker delivery, Funding mechanism, Risk perception & mitigation and Urban affairs & management. Expert speakers from banks, industry and the Governments narrated the risks they encountered while executing the projects. Irrespective of the business model pursued in the PPP mode, it was universally felt that addressing risks was the key issue.

Chief Minister of the host State, Mr. Kiran Kumar Reddy, who led a senior-level delegation to the Summit, said that Andhra Pradesh had the highest number of PPP projects in the country and was committed to making their success. He further said that AP had a dedicated policy on infrastructure development for the last one decade, had an exclusive PPP cell to handle project

requirements, apex bodies like ‘AP First’ to oversee industrial growth and for conducting periodic investor meets to channelize investments.

Kerala Chief Minister, Mr. Oomen Chandy actively participated in the deliberations with his team of senior officials. He said that Kerala State had a clear mandate of faster growth by opening up several projects encompassing high-speed roads, metro transport, feeder airports, industrial zones and port development in the PPP mode. He cited the success of Kochi

International Airport, which was the first PPP initiative in aviation infrastructure in the country.

Team from Karnataka unveiled the infra projects in the pipeline in the State. These include Peninsular Region Industrial Corridor linking Chennai-Bangalore-Mumbai, Tatadi Port, development of smaller towns like Bidar, Tumkur, Raichur, Udupi, Hospet, High-speed rail link to Bangalore airport, Gas pipeline between Dabhol-Bangalore, and a state-of-the-art convention centre in Bangalore. A delegation from Tamil Nadu narrated the enormous success of the automotive sector in the State in rolling out high-precision components at cost-efficient prices.

L&T team from CEB-Hyderabad manning the L&T booth put up at Suminfra 2011.



Mr. J.P. Nayak, Advisor to Chairman, L&T and Chairman, Suminfra 2011 addressing the gathering at the conference. At right is seated the high-powered delegation from Kerala led by the Chief Minister, Mr. Oomen Chandy.



Komatsu D475A is the First Mining Equipment at India's First UMPP

M/s. Reliance Power (an Anil Dhirubhai Ambani Group Company) is all set to undertake India's first Ultra Mega Power Project (UMPP) at Sasan, near Singrauli (MP) in the private sector. This 4,000-MW prestigious project was bagged by Reliance Power against tough competition from reputed bidders. The project entails mining 16 million ton Coal per annum for Sasan UMPP and handling appx 76 million BCM overburden annually. On attaining full production, Sasan shall become one of the biggest opencast Coal mines in India.

Such demanding production targets demand the use of highly reliable mining equipment as well as a robust support infrastructure. L&T and Komatsu bagged orders for supply of the complete range of support equipment against stiff competition. This comprised Komatsu machinery 5 nos. D475A-5E0 Dozer, 6 nos. D375A-6R Dozer, 1 no. D85EX-15 Dozer, 6 nos. WD600-3 Wheel Dozer and 9 nos. GD825A-2 Motor Grader.

The initial lot of large D475A-5E0 Dozers reached the site during October 2011 and the first machine was commissioned in a record nine days against the contracted commissioning period of 20 days. This was despite the hardships and shortcomings associated with any greenfield project. Thus, Komatsu D475A-5E0 became the first mining equipment to be commissioned at Sasan UMPP – India's first UMPP!



Mr. Anjan K. Datta, Zonal Manager, MEB- West, L&T handing over the symbolic key and a miniature dozer to Mr. J.P. Chalasani, CEO, Reliance Power and Mr. Russel Taylor, Project Director(Coal Mining), Reliance Power at Sasan site.

To review the project, Mr. J.P. Chalasani, CEO, Reliance Power visited Sasan site on 12th November 2011 alongwith a high-level delegation. He expressed happiness with the commitment shown by L&T and Komatsu team in commissioning the machines. Coinciding with his visit, the first D475A machine was fomally handed over to Mr. Chalasani in the presence of Mr. Arun Pai, General Manager-Product Support, L&T. This marks the beginning of a new association with Reliance Power – on path to becoming one of the largest coal and power producers of India.



Group picture taken at Sasan site -- Mr. Arun Pai, General Manager, Product Support, L&T (third left) seen with Mr. Russel Taylor, Project Director and Mr. J.P. Chalasani, CEO, Reliance Power (fourth and fifth left) and other executives from L&T and Komatsu.

KOMTRAX – Advanced Technology to Track Machine Performance

Developments in information technology over the last decade have impacted industry and humanity in general, in many different ways. This revolution in the form of internet penetration and mobile phones have churned lives and lifestyles to such an extent that we would find it difficult to manage ourselves without them.

Today, we carry our office, bank, shopping mall, library, our indoor game stadia or a movie theater, all packed in a two-and-something kilogram laptop with internet connectivity. Mobile phones are loaded with top-end features that could meet all our day-to-day needs. We, no longer, can get lost in a new city, anywhere in the world, thanks to the sets with GPS (Global Positioning System). The GPS with Google map can guide us to the desired destination with such accuracy that we can find out if the taxi in which we are travelling is moving in the right direction.

The fast-paced IT activity has leapfrogged into all spheres of application. Likewise, L&T-Komatsu PC210-8 Hydraulic Excavator has been conceived with advanced IT features integrating mobile communication network that activates technology at your fingertips. It is equipped to provide value-added data which could be downloaded and seen from the convenience of your office or the comfort of your home, located many miles away from the jobsite. L&T-Komatsu has equipped PC210-8 with a feature known as “KOMTRAX”.

KOMTRAX gets its name from ‘Komatsu Machine Tracking System’. It is a telematics system, developed by Komatsu, which collects machine information. Machine owners and Service providers (L&T and their Dealers) can use this information and apply it to enhance machine productivity and thereby profitability. With the help of this system you will be able to track the location of your machine; when and for how long does your machine work; you can see all the parameters that the operator can see on the monitor panel and lots more, that can help you exercise greater control of your machine usage and thus optimize on cost and reduce abuse.

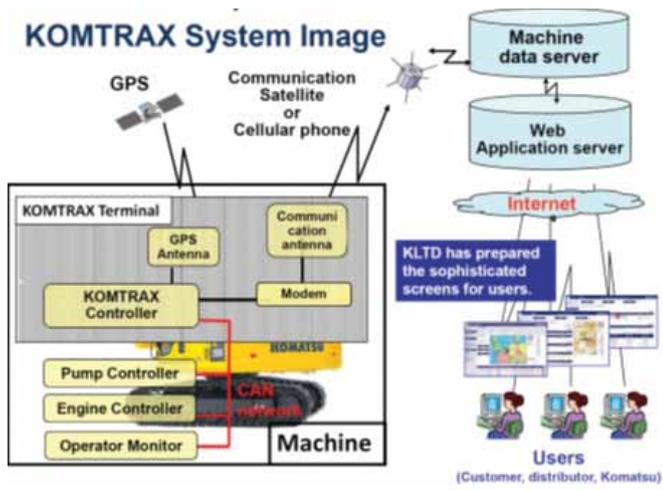
The image given here captures the essence of working of KOMTRAX system.



There is a KOMTRAX controller with integrated modem, and a GPS antenna fitted on the machine. Komtrax controller communicates with the engine controller, pump controller and the monitor panel and collects machine data. It also receives machines geographical location with the help of GPS antenna and Google map. The international roaming DOCOMO SIM installed in the modem transmits all information to the Machine Data Server in Japan. This data is available on the internet via the Web Application Server.

Machine owners and L&T along with its dealers can have access to this data. Users are provided with unique IDs and password to log in and view data. ID and password will prevent unauthorized use/misuse of information. Data transfer from KOMTRAX controller to machine data server takes place daily at 1 AM in the night. It captures machine SMR (Service meter reading), working record, water temperature, fuel level, machine operating cautions and machine location. Machine location shift trigger is captured if the machine moves more than two kilometers. Monthly working record data is transferred on the 1st of each month at 6 AM.

Now, once you login from anywhere using your ID and password, you can view the details on working status of your L&T-Komatsu PC210 machine



A fleet owner can view the status of all their machines (PC210-8) in the fleet list screen. Users can assign their own machine numbers, if they so desire. Working history of each machine including working hours, actual working hours, fuel consumption, E-mode usage ratio can be seen by day/month. Fleet managers can take care of all their machines using this screen.



Machine List

Machine Location in Map



Monthly Working Record

Fuel Consumption



Machine Load Record

Machine Maintenance Schedule

Service Heads of L&T and Dealer of machine operating area can also view these data and cautions on the machine to promptly inform customers to take corrective action or even depute a Service Engineer to rectify any problem.

Customers at their end can analyze available day in many ways, a few of them can be as follows:

Monitor daily working pattern: You can find out how long the engine was idling, and what was the load parameter during the operating hours and how efficiently the operator used the A and E working modes. Duration of marching/travelling can also be found out.

Plan scheduled maintenance as you can monitor the hours left for maintenance. Purchase of spares and lubricants for maintenance can be timed to have these items just in time that can be used for better cash flow management as well as lower inventory carrying cost and space.

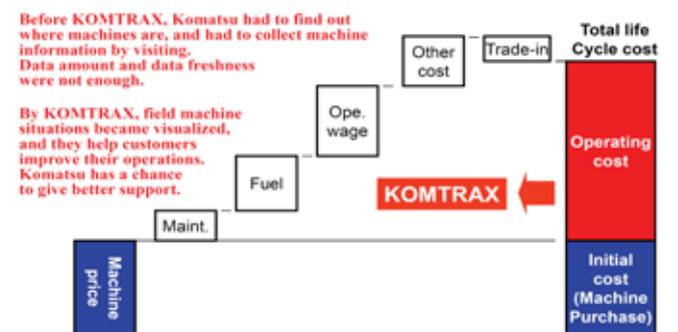
As machine location is available through GPS, one can find out the exact machine working location. This can help to check machine operation at undesigned job sites without the owners knowledge for personal gains.

Pilferage of fuel gets captured as the fuel tank level is captured. When compared with the machine working hours, one can easily find out if fuel is drained from the machine.

Operator evaluation can be carried out by studying the working mode usage, fuel consumption, production and idling hours. Similar evaluation of maintenance crew is also possible based on the machine caution trigger and maintenance monitoring. This is very useful to customers having a large fleet and multiple site operation.

KOMTRAX adds value to your machine and when used fully will help in reducing the life cycle cost of your machine. The block diagram covers the elements that contribute to life cycle cost.

Machine Life Cycle Cost for Customer



KOMTRAX has a role to play in all the parameters of operating cost. Machine owning cost occupies a minor portion of the total life cycle cost and hence profitability is directly proportional to the reduction in operating cost. KOMTRAX provides L&T and its Dealers the opportunity to partner your business and contribute in enhancing your profitability. There are over 2 lakh machines fitted with KOMTRAX working the world over, and you will be one amongst the firsts to use here.

Courtesy: Training Centre, L&T

GKC – Happy Innings in Infra Space

Graduating from Kakatiya University, an ambitious Mr. K.V.Rajasekhar was not keen to join the family's occupation of growing chilli and poultry farming in Warangal, AP. He decided to strike out on his own. Thus was born the entrepreneur, who moved to Hyderabad and made it big in the infrastructure space through sheer grit and hard work. This, in short, is the success story of M/s. GKC Projects Limited.

In 1996, Mr. Rajasekhar launched the proprietary concern Gokul Krishna Constructions, which kickstarted its activity in the manufacture of pipes as well as executing pipeline projects across India. In 2004, it became a private limited company and subsequently, GKC Projects Limited was converted to public limited company.

GKC's tryst with road projects in 2006 paved the way for entry of L&T-Komatsu PC200 machine. "With its reliability and good output, L&T machine won us over. Soon, we went for fleet acquisition which included L&T-Komatsu Excavators, Komatsu Graders and Dozers, which are highly efficient and enabled us to meet our targets as we stepped up highway development," says Mr. Rajasekhar.

Today, GKC is a reputed player in the infra space with a strategy to tap huge potential both at home and in overseas market. The portfolio includes Business Verticals - Highways (roads, bridges, flyovers, toll plazas), Water Management (pipelines, storage), Irrigation Projects (canals, barrage, reservoir) and Power (power plants, pump houses and switchyards). It has since grown phenomenally from Rs 241 million in 2005 to over Rs 9200 million in 2011 with assignments in various geographies.

More recently, GKC made its foray into mining segment with contracts for overburden removal and mineral



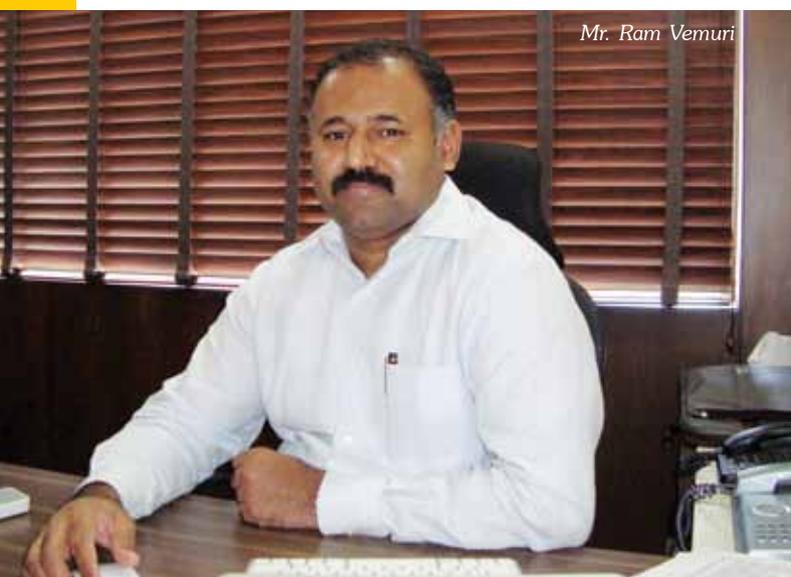
Mr. Rajasekhar

extraction. "Mining operation at SCCL is our latest entry and we plan to maximize our footprint in this sector," affirms Mr. Rajasekhar. To handle these jobs, the company owns and has deployed the most modern fleet of L&T supplied machines as well as skilled manpower. When it came to hauling trucks for the mining projects, GKC opted for Scania Trucks. "These 18.8 Cu M Tippers are robust and trouble free. Together with L&T-Komatsu PC450 machines, they form a formidable team in the mines," opines Mr. Rajasekhar.

Mr. Ram Vemuri, Executive Director, has been instrumental in pushing through the best practices e.g., SAP implementation, project monitoring and cost control, in the organization. His 10-year stint across companies in US has made him gain expertise in global benchmarking. As he puts it, "We want to be the best in the market in terms of deliverables. Our focus is the excellence in project management at all times".

GKC strongly follows a merit-based performance management system, which rewards its employees well. Innovation is another key to success and is driven by Mrs. Anupama Rajasekhar, who coordinates the HR function in the company.

On GKC radar, are large projects in the railway segment, process industry and port development, some of which shall be in the PPP mode. The company plans to explore mine development and turnkey projects abroad with select partners. "Achieving growth through right vision, right people, right processes and right preparedness is the mantra for GKC's success", concludes Mr. Rajasekhar with his winsome smile.



Mr. Ram Vemuri

On GKC's trail... the Tough Get Going

Much before sunrise each day, Goburelu Obalesh (23 yrs) is out of his dwelling in Manuguru. He reports by 4 a.m. at GKC Projects Limited's equipment yard to pick up his favourite Scania P380 Tipper Truck and drives up to the opencast mines. Obalesh is part of the 70-strong Scania operator force at GKC site and has been working on a 3-shift schedule, to haul overburden from the mines to the dump-yard located about one kilometer away.

GKC-Manuguru has a large fleet of L&T supplied machines with 70 nos. Scania P380 Tipper Trucks, 12 nos L&T-Komatsu PC450 Hydraulic Excavator, one L&T-Komatsu PC200 Hydraulic Excavator, 6 nos. Komatsu D65 Dozers and 2 nos Komatsu GD623A Motor Graders. The machines are engaged on a three-shift basis and work for 21 hours each day.

A visit to the GKC mines later in the day, shows that the site is teeming with activity. Deployed at various benches, are the robust L&T-Komatsu PC450LC-7 machines digging their teeth avidly into the overburden. These 45-ton Hydraulic Excavators, fitted with 3.1 Cu.M. buckets, loosen the blasted earth and load the



Mr. A. Venkateswara Rao, Project Engineer

excavated material on to the gleaming fleet of 18.8 Cu.M. payload Scania Tippers.

Says an excited operator Obalesh, "I enjoy driving the Scania Truck. The seating is very comfortable and the steering controls are located within easy reach. The pick up in the higher gear and driveway on the haul roads is simply superb." Obalesh had signed up this job 8 months ago. He had secured heavy driver licence 2 years back and had handled other mining trucks in Hospet area. But with Scania Truck, this is his first experience. "The hauling is smooth and I hardly feel any difficulty in coordinating the filling and dumping activity. The AC cabin allows me to work with relaxed mind till the close of the shift", he adds.

When it comes to functioning of L&T-Komatsu PC450LC-7 machines, Operator Gadde Ramakrishna is equally happy. With over one year of working in

L&T-Komatsu PC450 loading overburden into Scania P380 Tipper Truck at GKC site in Manuguru.





Mr. A. Srinivas, Deputy Project Engineer



Mr. B.N. Prabhakar Rao, Maintenance Manager

GKC mines and 5-year cumulative experience, he says, “PC450 machine has a lot of power when it comes to handling tough material like rock and boulders. Its digging is highly efficient and the machine is ideal for all conditions.”

Ramakrishna, who has undergone vocational training in machinery skills, is extremely proud of his job. “The visibility is excellent from the PC450 cabin and I get unhindered view of the work area. Filling up the full bucket is fast and easier”, says Ramakrishna. He fills up close to 100 trucks per shift and has worked on diverse materials like hard rock as well as sub-soil.



Operator Gadde Ramakrishna



Operator Goburelu Obalesh

M/s. GKC Projects Limited, formerly Gokul Krishna Constructions, is promoted by Mr. K.V.Rajasekhar, a prominent visionary from Andhra Pradesh, who foresaw enormous potential in infrastructure sector.

Diversification secured GKC its first contract in overburden removal from the public sector company, M/s. Singareni Collieries Co. Ltd. which has coal mines spread in Telangana area. “As GKC’s maiden venture in OB foray, this is a daunting challenge”, says Mr. A.Venkateswara Rao, Project Engineer. “Initial months were tough and we had to do a lot of detailing to understand the mine contours and extraction parameters,” he adds.

GKC’s 3-year contract involves extracting overburden totalling to 436 lakh bank Cu.M. and excavating 14 lakh Cu.M. overburden each month to meet the desired target. “To meet this demand, we have standardized on L&T-Komatsu PC450 with Scania P380 Tipper and monitoring their performance closely,” discloses Mr. Venkateswara Rao, who was formerly with Visakhapatnam Steel Plant and holds rich experience in the process industry.

Says Mr. A.Srinivas, Dy. Project Engineer, “Since GKC started mining a year ago at Manuguru, we have gone 100 metres deep. We shall be going further deep by another 50 metres before we see coal seam”. A diploma holder in Mining Engg from Pulivendla-AP, Mr. Srinivas had worked for Gulf Oil’s Mines Division for 12 years before joining GKC.

Incidentally, Mr. Srinivas motivates his people at the site and strongly believes in team work. Coordinating with the vendors and the other daily requirements at the mines is an important task. He says, “Our success in the mines is largely due to L&T extending to us exemplary field service and helping us in planning spares. This has enabled us in getting 93% availability in the first year.” He further adds, “We are working closely with L&T Service team to improve product effectiveness.”



Komatsu GD623 Motor Grader working in the mines

Komatsu D65 Dozer is engaged in dump-yard maintenance while GD623 Grader has been involved in levelling haul roads. Mr. B.N. Prabhakar Rao, Maintenance Manager, is satisfied with the good performance delivered by L&T fleet. He shares a strong passion for maintaining the fleet in top condition, “Our aim is to keep the machines fit at all times. We have a highly proactive and trained operator team that takes excellent care of the machines on a shift to shift basis.”

L&T’s dedicated crew led by Mr. S.Saravanan works closely with GKC team at the site to improve service efficiency and provide top-class product support as per the contractual obligations. Besides monitoring the machine performance daily, his team ensures full customer satisfaction at all stages. Faster diagnosis of the machine’s health, higher availability of machines and ensuring speedy cycle times are given importance. Parts Depot at the customer site is well stocked and professional tracking of spare consumption enables the correct recommendation of stocking.

A separate team is also in place from L&T to take care of Scania fleet. As part of the ‘Anytime Anywhere On-site Service’ jointly launched by L&T and Scania, Service workshop is established at Manuguru to deliver the highest level of fleet uptime. With 24/7 support, the Service

team provides technical expertise, specialist knowledge and driver training to enable the customer maximize his value from Scania fleet investment. Mr. Sendil alongwith his team of trained technicians forms the dedicated Scania task force.

With the noon sun shining directly over us, it gets hotter in the mines. It is time for the first shift to end and Operator Obalesh has completed 25 trips since dawn. “My preference will be always for Scania,” shouts Obalesh as he waves to us and gets on to P380 Tipper to drive back to the yard. Soon, the siren goes off to prepare for the blasting in the mines to loosen the overburden. Operators of L&T-Komatsu PC450 abandon the working benches and ‘walk back’ the

machines to safer areas. Their sheer magnificence overwhelms our colleague Mr. V.V.V. Prasad, Service Engineer, who calls PC450 as the ‘Kohinoor of the coal mine’ with a twinkle in his eyes.

Singareni Collieries Company Limited (SCCL) is jointly owned by the Governments of India and Andhra Pradesh. Its coal reserves stretch across 350 Km of the Pranahita – Godavari Valley of Andhra Pradesh, with a proven geological reserves aggregating to whopping 8791 million tonnes. SCCL is currently operating 13 opencast and 42 underground mines in 4 districts of Andhra Pradesh.

A fleet of Scania P380 Tipper Trucks takes off to the dump-yard with load





Mr. Suvendu Kumar Sahoo receiving the symbolic key of L&T 9020 Wheel Loader at Talcher site, Orissa from Mr. Mukesh Tiwari, AGM, CEB-East. Also seen Mr. Chinmoy Roy, Territory Manager, CEB-Bhubaneswar, Mr. Samidh Chatterjee, Sr. DGM, CEB-CBU and Mr. D. Chowdhury, CEB-Rourkela. The loader has since been deployed for coal loading at MCL-Bhubaneshwari Mines.



At the handing over of L&T-Komatsu PC210 machine in Gurgaon, Mr. Som Dutt of M/s. Som Sethi & Co. is being offered sweets by Mr. Rajesh Mangal, Territory Manager, CEB-North. Others seen Mr. Kuldeep Gautam & Mr. Ashish Dubey of CEB-Delhi and Mr. Sukrit Data & Mr. Sanjay Garg of M/s. Action Earthmovers (CMB Dealer).



Mr. Rudrappa Ninagappa Nirani of M/s. Nirani Sugars, Mudhol, being handed over the symbolic key of L&T-Komatsu PC200 machine by Mr. Sharanappa Nidagundi, CEB-Hubli amidst a congregation of admirers.



Mr. Rakesh Gupta, Territory Manager, CEB-Jaipur greeting Mr. Ram Narayan and brothers of M/s. Khanij Udyog at the L&T-Komatsu PC210 machine handing over ceremony at Alwar, Rajasthan.



Mr. J.K.Thacker, Director, M/s. NKB Industrial Products (CMB Dealer) handing over the symbolic key of L&T-Komatsu PC71 machine to Mr. Jitaranjan Paikaray at Bhubaneswar.



Representative of Mr. Tapan Kr Bera receiving the symbolic key of L&T-Komatsu PC71 at Purba-Medinipur, WB from Mr. Kaushik Mandal, Sales Engineer of M/s. SRL Engineering Solution (CMB Dealer).



Mr. Mohd Shafi Yattoo being handed over the symbolic key of L&T-Komatsu PC200 machine by Mr. Riyaz Ahmed Dar of M/s. Darson Traders (CMB Dealer) and Mr. O.P. Bansal, CEB-Chandigarh in Srinagar, J&K.



Mr.R.Socrates, CEB-Bangalore handing over the L&T-Komatsu PC130 machine to Mr. Muniraju at Krishnagiri.



Mr. Naseeb Chand of M/s. Pankaj Trading Co. receiving the symbolic key of L&T-Komatsu PC130 machine at Ropar from Mr. Sahil Tondon, CEB-Chandigarh.



Symbolic key of L&T-Komatsu PC71 being handed over by Mr. P. Patnaik of Deccan Earthmovers-Indore to Mr. K.G. Gupta of M/s. KG Gupta Infra Pvt. Ltd.



Symbolic key of L&T-Komatsu PC130 being handed over to Mr. Madanlal of M/s. Paras Construction in Indore by the Dealer personnel of M/s. Deccan Earthmovers.



Mr. Vinu Bhadana and Mr. Jagat Bhadana of M/s. V.B Constructions-Gurgaon receiving the symbolic key of L&T-Komatsu PC210 from Mr. D.V. Singh, Territory Manager, CEB-Delhi. Others seen Mr. Rachit Varshney, Mr. Kuldeep Gautam, Mr. Sanjay Koti of CEB-Delhi and Mr. Nishant Data of M/s. Action Earthmovers (CMB Dealer).

MoU inked with Sadbhav for 100 Tippers

L&T Construction & Mining Machinery crossed an important milestone with the signing of a Memorandum of Understanding with M/s. Sadbhav Engineering Limited for supply of 100 nos. Scania P380 Trucks. Following the MoU, L&T collected the order for supply of 35 nos. Scania P380 Trucks, 4 nos. L&T-Komatsu PC450 Hydraulic Excavators and 3 nos. Komatsu D85 Dozers. As per the MoU, all equipment supplies have to be completed by L&T before 31st March 2013.

The MoU was signed by Mr. Chetan Patel, Executive Director, SEL with Mr. Partha Mookherjee, Head-Construction & Mining Tipper Business, L&T and Mr. Rahul Mehta, Zonal Manager, CEB-W1, L&T at Sadbhav House, Ahmedabad. SEL will be deploying the first batch of machines at Gondudih Opencast Project of the public sector undertaking M/s. Bharat Coking Coal Limited in Kusunda area for excavation of 368.24 lakh bank CuM overburden and 54.21 lakh MT coal.

SEL has strong interests in irrigation, roads and mining contracts. The firm is one of the L&T's prestigious



Mr. Chetan Patel, Executive Director, SEL (far right first row), Mr. Jitendra Rana (far right second row), Mr. B. S. Rana (second right second row) & Mr. Padam Thakur (third right second row), who are partners in progress with SEL, seen with other executives and Team L&T, during the signing of the MoU in Ahmedabad.

customers in the mid-mining segment with an existing productive fleet of Scania's 112 nos. P380 Trucks, L&T-Komatsu's 5 nos. PC130, 20 nos. PC200, 3 nos. PC300, 12 nos. PC450 and Komatsu's 10 nos. D65 Dozers & 17 nos. Motor Graders. With the signing of this MoU, the relationship between L&T and SEL has moved to a new high and bids fair to a long-term association.

SEL – Path-breaking Success Story

Making its debut in the construction segment for widening of Sambalpur-Rourkela Road in 1993 as a sub-contractor to L&T ECC, Sadbhav Engineering soon built an unassailable reputation in road and highway projects as a full-fledged contractor. Consecutively, they have worked with great success on several projects pan-India with specialization in BOT (Build-Operate-Transfer) deals. Some of them are Mumbai-Nashik Expressway, Sardar Patel Ring Road in Ahmedabad, Aurangabad-Jalna Road and North-South Corridor in Madhya Pradesh.

Another area of expertise for Sadbhav is in the irrigation segment. Executing large projects from Sardar Sarovar Nigam to undertaking canal works in the States of Andhra Pradesh, Karnataka and Rajasthan, SEL soon gained proficiency. Major contract on the world's largest concrete-lined Narmada

Main Canal with a capacity of 40,000 cusecs enabled SEL to handle mega irrigation projects as well.

In 2006, SEL went public to infuse capital into the company to fund its ambitious projects. Stepping up its aggressive strategy, Sadbhav made its foray into mining segment with a slew of overburden removal projects from GHCL, GMDC and GIPCL. SEL also has an impressive presence across all major subsidiaries of Coal India Ltd. Besides earning considerable revenues, this foray has enabled Sadbhav to move into the big league.

What makes Sadbhav Engineering distinct in its fraternity is the far-sighted vision and implicit commitment of its patriarch, Mr. Vishnubhai Patel, who has been both a visionary and an achiever.