

L&T Earthmover News

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Model PC200-6 Crosses 8000 Number Mark

L&T's Construction & Mining Equipment Business Unit celebrated the success of its ever-popular L&T-Komatsu PC200-6 Hydraulic Excavator with the delivery of the 8000th machine to M/s. Shree Mallikarjun Shipping Pvt. Ltd. on 21st November 2009.

At the event held to mark the occasion at L&T-Komatsu's Bangalore Works, the machine key was handed over to Mr. Satish Sail, Managing Director, Shree Mallikarjun Shipping Pvt. Ltd. (SMSPL) by Mr. S.K.Mitra, Executive Vice-President, Construction Machinery Business Sector, L&T in the presence of Mr. S. Raghavan, Sr. Vice-President, Industrial Products & Machinery, L&T; Mr. S.R.Subramanian, Chief Executive, L&T-Komatsu Limited; Mr. K.Yanagisawa, Deputy Chief Executive, L&T-Komatsu Limited; Mr. Junya Ankyu, General Manager, Komatsu India Pvt. Ltd; Mr. Arvind K. Garg, General Manager, Construction Equipment Business, L&T and Mr. Arun Pai, General Manager, Product Support Department, L&T.

SMSPL is a Goa-based diversified company with strong interests in logistics management, iron ore trading and port operations. It has entered into a 30-year lease with the Government of Karnataka and built a jetty to operate a minor port at Belekeri, Ankola. It has since commenced iron ore export to China.



At the handing over event, seen (from left) Mr. K.Yanagisawa, Mr. S.K.Mitra, Mr. S. Raghavan, Mr. Satish Sail, Mr. S.R. Subramanian and Mr. J. Ankyu (extreme right) and (inset) Mr. S.K.Mitra, handing over the symbolic key of the 8000th L&T-Komatsu PC200-6 Hydraulic Excavator to Mr. Satish Sail as Mr. S. Raghavan looks on.

With ambitious plans ahead, SMSPL is building its own resources in terms of barge fleet, tippers / dumpers, earth moving equipment, acquisition of mines, licences for excavation, expansion of jetty facility and export business. The company owns a large fleet of L&T-Komatsu PC200-6 & PC300LC-7 Hydraulic Excavators and Komatsu WA180 Wheel Loader. During the current year, the company plans to achieve a turnover of Rs 350 crore.

Power-Packed Show at EXCON 2009

EXCON 2009 came as a whiff of fresh air and a revival platform for the sluggish construction equipment industry. The show resounded a magnificent celebration of products, technology and services. In the fifth edition of India's hugely popular show -- EXCON 2009 -- the international exposition on construction equipment held in Bangalore from 25th to 29th November 2009, L&T joined its principals M/s. Komatsu, Japan and M/s. Scania, Sweden to display their mutual strengths, manufacturing excellence and power-packed machines.

The outdoor stall was spread over an area of nearly 1600 sq.ft and showcased the equipment and services offered by L&T, Komatsu and Scania for the construction and infrastructure sectors. The stall exuded a majestic



feel with an elevated, long and wide viewing platform and well-furnished meeting rooms. Adequate branding reinforced L&T, Komatsu and Scania as big names in the construction equipment industry.

Prominently, the Hydraulic Excavator category was outstanding with live display of PC71, L&T 72, PC130-7, L&T 90-3, PC200-6, PC300LC-7 and PC450LC-7, all produced by L&T-Komatsu Limited, the joint venture company in India. PC200-6 Hydraulic Excavator – the largest selling Hydraulic Excavator in 20 Ton class – was the cynosure of all eyes as it moved into



Mr. Koji Yamada, Managing Director, Komatsu India Pvt. Ltd. presenting a bouquet to Mr. Sohan Singh of M/s. A.N. Earthmovers, Chandigarh in the presence of Mr. S.K.Mittra, Executive Vice-President, Construction Machinery Business Sector, L&T and Mr. Davinder Singh, Advisor to MD, KIPL. Mr. Rajesh Mangal, Territory Manager, CEB, L&T-Delhi is also seen.



Mr. S. Raghavan, Sr. Vice-President, Industrial Products & Machinery, L&T (second from left) greeting Mr. V. Prabhakar Reddy during his visit to the stall.



During his visit to the stall, Mr. D.Y.Uppar (extreme right) seen with Mr. S.K.Mittra EVP, CMBS, L&T (third from right). Also present (from left) are Mr. R. Ramani, Zonal Manager, CEB-S2, L&T; Mr. K.R. Bhalabaskar, Manager-CEB(Service), L&T and Mr. Sanjay Karkala, Dy. General Manager-CEB (Sales Development), L&T.



(From left) Mr. Davinder Singh, Advisor to MD, KIPL and Mr. Koji Yamada, MD, KIPL seen with Mr. Godrej Dandiwal, GM, Gemini Equipment & Rentals Pvt. Ltd.; Mr. Uday Dangi, Asst. Vice-President (Equipment Procurement), HCC; Mr. S.K.Mittra, EVP, CMBS, L&T and Mr. Manish Parab, Territory Manager, CEB, L&T-Mumbai.



Mr. B.V.Raisinghani of Jaiprakash Associates (in the centre) seen with (from left) Mr. Sandip Ghosh, Dy. General Manager, KIPL; Mr. S.K.Mittra, EVP, CMBS, L&T; Mr. Arun Pai, General Manager, PSD, L&T and Mr. S. Chatterjee, Sr. Dy. General Manager-CEB, L&T.



Mr. K. Yanagisawa, Dy. Chief Executive, LTK, handing over a bouquet to Mr. Jayaraman, Proprietor, M/s. Sri Sakthi Murugan Crusher, Dindigul in the presence of Mr. S.R. Subramanian, Chief Executive, LTK and Mr. Arvind K.Garg, General Manager-CEB, L&T. Mr. A. Ramasubramanian, Territory Manager, CEB, L&T-Madurai is also seen.



a new league by crossing the 8000-number mark in a short period since its introduction. Imported machines from Komatsu's worldwide plants such as D65 Dozer, WA380-3 Wheel Loader, and GD555-3 Motor Grader, which are increasingly deployed for road, irrigation, power and general construction activities across the country, formed part of the live display in the stall. Also on display were a host of optional attachments available for fitment on hydraulic excavators.



The event witnessed customers visiting the stall from all over the country. To mark the occasion and honour the customers, symbolic keys were presented to them by Mr. S. Raghavan, Sr. Vice-President, Industrial Products & Machinery, L&T and Mr. S.K.Mittra, Executive Vice-President, Construction Machinery Business Sector, L&T. Mr. Koji Yamada, Managing Director, Mr. Junya Ankyu, General Manager (Sales) and Mr. Davinder Singh, Advisor to MD, M/s Komatsu India Pvt. Ltd, Mr. S.R. Subramanian, Chief Executive and Mr. K. Yanagisawa, Deputy Chief Executive, M/s.L&T-Komatsu Limited, too participated in the handing over ceremonies.



Scania P380 Tipper Truck, manufactured by Scania, Sweden, and serviced by L&T in the domestic market, was a big draw at the show. P380 Tipper Truck, introduced during the last edition of EXCON 2007, has become a big hit and has been making waves across the country. These tipper trucks have demonstrated operational manoeuvrability and showed their adaptability in handling diverse applications. Mr. Ulf Erickson, Mr. Daniel Y. Karlsson and Mr. Patrick representing the Scania's Marketing and Product Support team from Sweden actively participated in the event.



Genuine parts offered by L&T occupied an important area with table-top display of hoses, filters and toothpoints. L&T Parts sales engineers held close interaction with the customers and equipment users on the importance of differentiating between genuine spares and spurious spare parts. Reman Engine, offered by L&T as part of the value-added services to the customers, was also on the display. Other value-added offerings by L&T through its Service Centres located strategically at Chennai, Durgapur, Nagpur, Delhi and Pune such as Site Support Agreements, Full Maintenance Contracts,





Repair and Maintenance Contracts, rehabilitation of machines etc were adequately highlighted.

EXCON 2009 was conceived and organized by Confederation of Indian Industry in association with Indian Earthmoving and Construction Industry Association Limited (IECIAL). The exhibition was inaugurated by Mr. Kamal Nath, Minister for Road Transport and Highways, Government of India. In his address, he said that the infrastructure deficit was the biggest challenge in the country and called upon

all key players to work together to bring connectivity with positive impact on society. Over 450 exhibitors participated in this show which is touted to be South Asia's largest trade fair.

Coinciding with this event, IECIAL organized a one-day conference on 'Industry Overview, Construction Industry Perspectives, Challenges in Implementation of Large Infrastructure Projects and Financing for Projects & Equipment'.

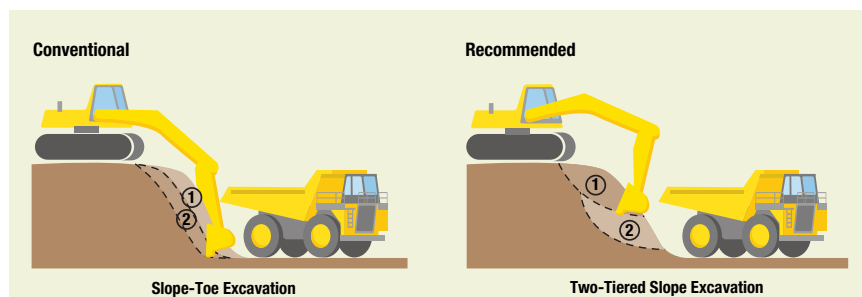
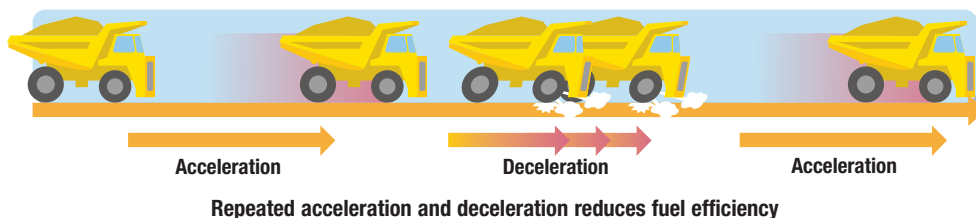


Machine Operation

Green operation begins with avoiding excessive idling and slowing down, but here are some other procedures you should follow. These are general operating procedures which should apply to most machines and working conditions. Check your Operation & Maintenance manuals for machine-specific instructions.

Excavators

- Do not overload the bucket. Large bucket loads can cause the work equipment to stop while hydraulic pressure is relieved. Reduce the load for smooth digging.
- Reduce the engine speed. Work in economy mode as often as possible. Any dip in productivity can be offset with increased fuel efficiency.
- Raise the excavator position and use two-tiered slope excavation (see below). This



will shorten cycle times and increase production.

- To speed up cycle times, position the excavator close to the dump truck and reduce the swing angle when loading.

Crawler Dozers

- Select the narrowest track shoe that best suits the type of soil you are operating in.
- Avoid high speeds, quick accelerations, and sudden stops.
- Avoid excessive speed in reverse.
- Avoid pivot or hard, tight and turns.

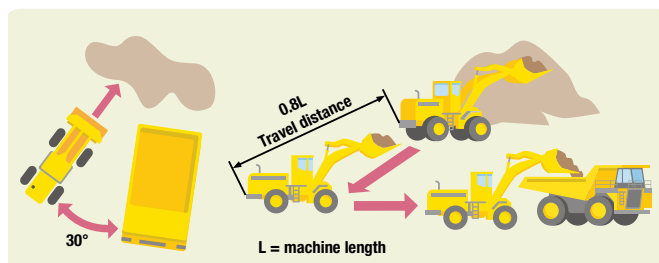
- Operate dozer in the forward direction as much as possible.
- Avoid loading the blade to the point of track slippage and spinning.
- Use the auto-downshifting function, if available.

Trucks

- When possible, coast to a stop rather than braking. Never coast on a downslope.
- Drive at a constant speed rather than frequent acceleration and deceleration.
- Switch off brake retarder, if equipped, when coasting on a flat road.
- Dump your load at a lower engine speed.

Wheel Loaders

- Excessive bucket loads can cause the work equipment to stop as the torque converter stalls and hydraulic pressure is relieved.
- Avoid tyre slippage by lifting the bucket slightly off the ground before digging, accelerating gradually.
- Use the Variable Shift or Automatic Shift functions, if available for your machine.
- Use the lock-up clutch torque converter in load/carry or hill-climb applications.
- Shorten the distance for loading and minimize the loading V-angle. Optimum distance is 0.8L; optimum V-Angle is 30°.



(Source: Komatsu Green Brochure)

PC200 is really fit for tough tasks: Mr. Joemon Joseph

Mr. Joemon Joseph, Managing Director, M/s. A.P. Joseph & Co. has the indefatigable energy to manage multiple projects at one go. From being one of the credible contractors handling irrigation works in Kerala State, he has successfully steered the firm into newer areas like blue metal quarry, crusher management, road maintenance and hotel construction.

For the first time in Kerala, he has finalized a joint venture with a Taiwanese company for manufacture of innovative floor tiles using bamboo, for domestic and commercial applications. As per the agreement, he shall export 50 percent of the production to China, in return for the transfer of technology. Mr. Joemon Joseph is upbeat on the project and reveals that the product is backed by a 20-year performance guarantee.

Established by his father in 1973, M/s. A.P. Joseph & Co. started off with timber transport in the State. It was in 1976 that the firm decided to diversify into irrigation works, spillways, diversion channels and canals. Some of the key projects executed by the firm include Idmalayar Project which involved deep cutting in the dense forests, Muvattupuzha Valley Irrigation Project spread over seven years and Palakapandy River Diversion Scheme which involved rock excavation and earthwork in a big way.

Mr. Joemon Joseph recalls, "One of the daunting tasks we undertook was the mass excavation of 3.75 lakhs cu.m. for Tidel Park Limited in Coimbatore recently. The work was arduous and involved hard rock excavation and we had to accomplish the project in 75 days. The deadline was met thanks to L&T-Komatsu's PC200-6 Hydraulic Excavators deployed on three shifts... L&T machines are really fit for tough tasks and we are totally satisfied with their performance. We employed ripper dozer and wagon drilling as part of our methodology."

Today, M/s. A.P. Joseph & Co. has a huge fleet comprising Front End Loaders, Motor Graders, Dump Trucks, Loaders Backhoe, Tipper Trucks besides 4 nos.



L&T-Komatsu PC200-6 and 2 nos. PC130-7 Hydraulic Excavators. It is undertaking several prestigious works which include biopark excavation for TICEL at Chennai spread over 7.6 acres and site grading work for Textile Park being set up by Kerala Industrial Infrastructure Development Authority at Palakkad. He remembers the 12-km stretch of Erumeli-Pampa Valley as the most gruelling assignment that required carving out the road in the virgin forests close to the tiger reserve.

He is working closely to further the interests of over 270 members of the All Kerala Crusher Owners Association. As its President, Mr. Joemon Joseph has been looking seriously at issues of price parity of blue metal, distribution of orders, block purchase of rock breakers and streamlining mechanization in the quarries. He has put up a 250 TPH crusher next to the blue metal quarry at Palakkad.

He has invested in the booming hospitality sector with a 30-room three-star hotel property coming up close to the Kochi International Airport. His other venture of establishing a sand manufacturing unit using Japanese technology has just been completed.

A post-graduate in English Literature, Mr. Joemon Joseph takes time off from his hectic work and travels, to enjoy a game of basketball with his buddies. He is a keen sportsman having represented the State at the district-level tournaments.

PC200 is both economical & efficient: Mr. Mathew Pathrose



Mr. Mathew M. Pathrose (left) and Mr. Varghese P. Thankachan

Mr. Mathew M. Pathrose, Managing Partner, M/s. Esskay Industries, Perumbavoor has nurtured a long association with L&T. In 1995, he inducted an L&T 72 Hydraulic Excavator for the first time to herald mechanization drive in his blue metal quarry near Perumbavoor. The machine has performed exceedingly well and covered over 40,000 hrs. of operation much to the delight of Mr. Pathrose and his firm's five other partners, who are all cousins. In fact, they were the earliest to fit L&T 72 with a rock breaker, which too worked fantastically well in the quarry.

Says Mr. Pathrose, "Owing to L&T 72's superb performance, we felt very encouraged. We decided to add more L&T machines to address the mechanization needs of all our newly established quarries at Kannur, Mallapuram, Thrissur and Chalakudy." All these blue metal quarries are supported by separate crusher units and each is capable of producing 150 TPH. "PC200-6 is the best machine - endowed with attractive features. It is both economical and efficient," he adds.

Mr. Varghese P. Thankachan, his partner and a law graduate echoes, "With the full fleet of L&T machines we have today, we can confidently take up any project in terms of time and scale." The fleet has four L&T 72,

three L&T 90-3, four L&T-Komatsu PC200-6 and one L&T-Komatsu PC130-7 Hydraulic Excavators.

Thus began the firm's dynamic journey into road construction, civil works and railway bridges with each of the partners responsible for individual quarries. In the initial years, the firm secured a major order for supply of blue metal for construction of the four-lane Alwaye-Chertala Road spread over three years which acted as a big morale booster. Another important project that followed refers to Angamali-Thodupuzha Road covering two-year period.

The firm is also executing a slew of projects in the road sector like the four-laning of Thrissur-Angamali project and allied projects in the Golden Quadrilateral. Besides, it has been one of the credible suppliers of ballast material to Southern Railway's Palghat and Trivandrum Divisions. The latest work refers to bagging of orders for wagon loading on Kasargod-Mangalore Section of Konkan Railway.

The partners are brimming with several new ideas for the company. The future shall see the firm establish another quarry and crusher unit in Tiruvananthapuram district, opening of sand manufacturing unit, besides consolidating the rice mill operations and clay manufacturing facility. They are planning a foray into the Middle-East for executing select road projects.

PC200 boosted our confidence: Mr. Abyin Ampadiyil



Meet Mr. Abyin Ampadiyil, Director, M/s. Ampadiyil Granites, the young and dynamic entrepreneur from Patnamthitta who is sweating out 14 hours a day to see his dream project turn into a reality. This academic year he plans to open Sree Narayana Institute of Technology in the picturesque mountains of Adoor town. Given the enormous task, he is single-handedly coordinating from conceptualization and detailing to getting the clearances and site construction.

"I hold this project dear to my heart and an engineering college in this area will help local students immensely", says Mr. Abyin Ampadiyil excitedly, who has completed M.Tech from BMS Engineering College, Bangalore, before joining his father's quarry business.

His father Mr. A. Sadanandan, basically from agrarian background, had moved on his own to establish business in 1994 dealing with bricks, rubber and timber. He even had elephants carrying the timber logs in the initial years. Later, he acquired a quarry and set up a crusher unit as he went on to register as an 'A' class contractor. The creation of boat jetty at Kollam came as a good break and this was followed by Chengannur-Venumani roadway.

"The quarry was highly labour intensive and we decided to mechanize in 2003 progressively," reveals Mr. Abyin. "Based on our employee's suggestion, we purchased L&T-Komatsu PC200-6 Hydraulic Excavator. It made a big difference to our productivity as we deployed the machine both for breaking

and loading in the quarry. We also realized that the rubbles were not getting us enough profits and we decided to concentrate on blue metal production. The performance of PC200 boosted our confidence."

As a part of this change-over strategy, seven more PC200 machines were acquired and output increased multi-fold. The spread of the mine was phenomenal as per conventional standards with simultaneously work in progress at 8-10 benches. To augment the production, about 25 drilling machines and rock breakers were used as well.

Mr. Abyin and his team have done improvisations like hardening of the bucket with reinforcements to get longer life. When it comes to equipment maintenance, Ampadiyil Granites and the sister concern J&S Granites are sticklers to good practices such as periodical service and operator education. They have an active liaison with L&T Dealer, M/s. Cinzac Corporation for supply of genuine spares and executing annual maintenance contracts.

Among the many projects the company has on hand are, maintenance of Kayamkulam highway, construction of state highway under Pati-Bel Malaysian Consortium, setting up of readymix concrete unit and sand manufacturing unit. The other brother Mr. Vipin Ampadiyil, who holds a Masters Degree in International Business from Australia, is involved in logistics operations in the Middle East. The Ampadiyil family is keen to expand the business in the coming years and have been working on 20 percent year-on-year growth.

L&T-Komatsu PC200-6 Hydraulic Excavator working at the site in Adoor



L&T-Komatsu machines are very durable: Mr. K. J. Vasudevan Nair



For an entrepreneur who has put in 58 yrs of diligent work in the industry and still going strong, Mr.K.J.Vasudevan Nair is an example par excellence. For Mr.Nair, who is all of 76 yrs, has single-mindedly worked from his younger days towards building a successful business based on principles of hard work and self-learning.

Hailing from Chittilapalli in Thrissur, Mr. Nair started off with supply of timber to Forest Department. He moved over to supply of wooden sleepers to Southern Railway, Palghat Division. He remembers the bulk of supplies made for the Ernakulam-Trivandrum Metre Gauge railway line on fast-track basis. In the later years, he got an opportunity to manufacture and supply electrical poles and became one of the major vendors for Kerala State Electricity Board.

With a quest to move into newer areas, Mr.Nair acquired earthmoving machinery and began his tryst with irrigation projects and worked on spillways and earthen dam construction. He began consulting subject experts to gain knowledge in diverse fields of activity. He ventured into buying a blue metal quarry and introduced mechanization by bringing in L&T 72 machine. In the course of time, he purchased L&T-Komatsu PC71 and PC200-6 Hydraulic Excavators as well. He even imported Komatsu PC210 machine to augment his pace of activity.

Says Mr. Nair, “L&T-Komatsu machines are very durable and have given excellent results.” When it comes to machine maintenance, he takes no risks. He has tied up with the L&T dealer for AMC contract and relies on their advice for planning and stocking parts. He prefers to hire experienced operators to handle the machines.

He has put up primary and secondary crushers near the quarry which help him supply blue metal for the various road construction and railway projects. He has also established a sand manufacturing unit to offset the shortage in the wake of the ban on sand mining. His interests today include rubber plantations as well.

His family comprises of sons Mr.Madhu Nair and Mr.Sasikumar Nair and son-in-law Mr.Dilip Nair, who look after various business interests. Albeit for Mr.Vasudevan Nair, who has worked tirelessly all these decades, life still begins at 4 a.m., he is up and ready by 6 am for the site visit. Such is the enthusiasm of Mr.Vasudevan Nair who finds few parallels.

L&T machines require less maintenance: Mr. Nino K. Thomas

Sixty km from the famed hillshrine of Sabarimala and on the Pampa, stands the distinctive mansion of Mr.Raju Thomas, Managing Director, M/s. Wimrock Granite Private Limited, which catches the attention of every visitor to Vadasserikara town. His son Mr.Nino K. Thomas, Director, quips that the home has retained the traditional elements of Kerala architecture. The robust young man has a strong flair for business and holds a job portfolio from managing petrol bunks and granite quarrying to road projects.



Starting off with a transport agency for aggregates, Mr. Raju Thomas diversified into road works and acquired the 'A' class certificate which enabled him participate and win many orders for National/State Highway projects. He acquired a quarry and opened up crusher unit to augment supplying blue metal to road projects.

During 2002-03, Mr. Nino Thomas purchased the first L&T-Komatsu PC200-6 Hydraulic Excavator in Patnamthitta town to modernize the quarry operations. He got so enamoured with the machine that he ended up buying four more in the coming years. "PC200 machines are tough and productivity is high. There is hardly need for maintenance and the service back-up from L&T and Cinzac is excellent", he says with gusto.

One of the major projects they undertook was the road widening of NH47 at Thrissur-Angamali stretch which lasted for two years and required massive supply of truckloads of blue metal. "We managed the show with the heroic performance of PC200 machine. Our plans have succeeded as per the schedule," he adds. They have also finished road projects in the Sabarimala virgin forest area which was quite a challenge.

He shares the good experience he had with L&T Service team. The engine fitted on one of the machines had crossed 14,000 hours of operation and went off-road amidst crucial work. He quickly decided to opt for the recon engine and saved up on precious downtime leading to added productivity. He is highly appreciative of the value-added services like Recon Engine offered by L&T to customers. He feels that is a foolproof system and more users could opt for it.

Mr. Nino Thomas believes in advanced planning and forecasting of both job productivity as well as machine spares. This way, he feels the shocks are minimized. He is particularly critical on the availability of skilled manpower to work in various projects. He has a proactive training system which takes care of operator guidance and central parts planning for all the machines put together.

In the near future, Mr. Nino Thomas has planned for two more quarries in Pathanapuram and Tiruvananthapuram to upscale his operations. Given his style, Mr. Nino Thomas could be seen going for long drives or catching up nature photography in the nearby forests during the weekends.

L&T machines have user-friendly features: Mr T.S.Yahya

"L&T-Komatsu machines are the best by all standards," affirms Mr. T.S.Yahya, Managing Director, M/s. Malabar Granites, who belongs to the new generation of entrepreneurs and has been a pioneer in mechanization of the quarry industry in North Kerala.

It was with diffidence that Mr. Yahya had introduced the excavators in his quarry to tide over the manpower shortage and found the results overwhelming. He realized that the machine had given stupendous productivity and has since become the mainstay of the mines. More machines were added and Mr. Yahya is today the proud owner of six L&T-Komatsu Hydraulic Excavators. The blue metal quarries produce 1200 tons per day and actively meet the requirements of Southern Railway, Palghat Division, for ballast stones for over 15 years now. His labour count has reduced from 250 to a mere 20 workmen.

With great pride, Mr. Yahya remembers his father, Late Mr. T.M. Seethihaji, who was a towering figure and



started off as PWD contractor in the seventies taking up local roads and highways. Sensing an opportunity he established Modern Cements & Bricks in Kochi and Malabar Granites in Mallapuram to address the problem of acute scarcity for aggregates. He gradually moved into manufacture of electrical poles which were in great demand. His father was keenly associated with religious

endowments as well. He was a stickler to values and instilled in all his seven sons the spirit of hard work and compassion.

After his schooling in Chennai and Ooty, Mr. Yahya moved to Kochi for graduation. In 1984, he got to join the quarry business. Years rolled, and the brothers have flourished in respective trades from petrol bunk ownership to plywood factories. The quest to stay focused in society made them establish Annoor Trust, under whose banner a residential Dental College has come up offering professional courses and advanced training in oral care. They plan to start an Engineering College in the future.

Truly, Mr. Yahya admits to L&T machines contributing to his turnover in a big way. "The machine specifications are excellent. They have several user friendly features

and the back-up in terms of service and spares is highly credible," he adds.

The realty sector has caught the fancy of Mr. Yahya who has forayed in to develop commercial properties in select cities both in India and the Gulf. He has also ventured into setting up steel rolling mills using scrap material. These days Mr. Yahya is smitten with completing a family mansion replete with swimming pool, basketball court and a beautiful landscape in his ancestral town Muvattupuzha.

Mr. Yahya strongly believes in reaching out to the underprivileged and has been working on such initiatives. "It is beautiful to bring sunshine in others lives and enrich ourselves", he says with a big smile.

PC71 - All the way for four!

It is a manifestation of outstanding productivity, reliability and fuel efficiency of L&T-Komatsu PC71 Hydraulic Excavator that has positioned it as the most sought-after machine in its class. In Orissa, the sale of PC71 machines has scaled an all-time high as major fleet owners and hirers in the State have firmly reposed their faith in the model as the most preferred option for matchless performance and superior after-sales support.

The latest connoisseur to induct PC71 Hydraulic Excavator in the fleet is M/s. S.K. Agarwalla of Angul, an esteemed company engaged in the construction of world-class roads and bridges under the State Highway sector and PMGSY schemes.

It all started within a decade after India's Independence when Mr. B.N. Agarwalla, a visionary businessman of Angul, joined the gallant endeavour to develop infrastructure of the State of Orissa by constructing



Mr. A.K. Sharma, Sr. DGM, Construction Equipment Business handing over a bouquet key to Mr. S.K. Agarwalla.

bridges in remote locations to bring in seamless road connectivity. The expertise and resources garnered by Mr. B.N. Agarwalla was inherited by his civil engineer son Mr. R.N. Agarwalla about 40 years ago and later by his nephew Mr. S.K. Agarwalla joining the business. They both powered into forming one of the most respected engineering and

contracting companies of Orissa that thrives today on its core competencies in construction of bridges, roads and earthwork that is on par with international standards.

The real transformation, however, was ushered in the year 1993 when Mr. R.N. Agarwalla purchased the first L&T-CASE Loader Backhoe in the name of M/s. S.K. Agarwalla for deployment in a prestigious road construction project. Thereafter history was created in Angul when the first L&T 72 and L&T 90 Hydraulic Excavators were inducted in the fleet a

year later. Mechanization of operations was enhanced with the augmentation of one L&T-Komatsu PC200-6 Hydraulic Excavator subsequently. Today, 40 units of various models L&T-CASE equipment and L&T-Komatsu have significantly enabled M/s. S.K. Agarwalla to successfully execute the projects. An uncompromising quest for quality and deployment of the best equipment is the hallmark of M/s.S.K.Agarwalla, which has created landmark constructions that include the 40-km road stretch connecting Deogarh to rest of Orissa and the Malipara bridge to provide roadway from Vijayawada to Ranchi corridor.

The reward of good work is more work, and it is pouring in now with the rejuvenated State Highways sector and a strong Government impetus on PMGSY projects. The business mantle in the meantime has been taken over by the four belligerent sons --Mr.Dinesh Agarwalla, Mr.Naresh Agarwalla, Mr.Vishal Agarwalla and Mr.Deven Agarwalla ---who have infused new dynamism and professional acumen in the company.

As part of diversification, a new group firm M/s. Balaji Smelters was floated to foray into the burgeoning iron and steel industry in the State. The essence to carve niche in the project contracts is timely execution and global standards that the company has well lived up to as

Banners adorned the trailers carrying the machines to the site.



a part of their corporate philosophy for over five decades. All this, as per Mr. Naresh Agarwalla, is a humble effort in service of the nation and nothing can be more satisfying for an entrepreneur. As a result, M/s. S.K. Agarwalla has procured four L&T-Komatsu PC71 Hydraulic Excavators in November 2009 for deployment in

their various jobs of State Highways and PMGSY all over Orissa under the able stewardship of the new generation. This is so far the single largest order for 7T class of machines in Orissa and is nothing short of a revolution in the way of establishing supremacy of L&T-Komatsu machines in the country.

To celebrate this momentous occasion, the trailers carrying the machines were specially decorated with banners, throughout its 300-km long journey from checkpost to the site. At the function organised by CEB-Bhubaneswar on 7th November 2009 at the customer's workshop, the machines were ceremoniously handed over to Mr. S.K. Agarwalla and family by Mr. A.K. Sharma, Dy General Manager (Marketing), Construction Equipment Business, L&T. Speaking on the occasion, Mr. Sharma expressed L&T's gratitude for the continued patronage while Mr. S.K.Agarwalla fondly recollected his association with L&T for over 15 years, as a satisfied user of its state-of-the-art construction equipment delivering value for money and peace of mind.

Eye-Stopper at Durgapur!

Heads turn at Degaul Avenue in Durgapur! In keeping with the enlarged profile of the L&T's Durgapur Service Centre, an exclusive pylon has been designed and installed at the campus. This new signpost lists the Principals/Joint Ventures whose machines/products are repaired/overhauled at the Service Centre. This pylon is the first of its kind in the Service Centres.

