

# L&T Earthmover News

Block Your Dates  
from Nov 5-8, 2008 for  
**IMME 2008**  
Salt Lake Stadium Grounds,  
Kolkata

Vol. 21, No. 2

April-June, 2008

## L&T Rolls Out 6000th PC200-6 Excavator

**O**n May 22, L&T's Construction & Mining Equipment Business Unit created history with the roll out of the 6000th L&T-Komatsu PC200-6 Hydraulic Excavator from L&T-Komatsu Limited, Bangalore Works. At a function held in the factory premises, the machine key was handed over by Mr. T. Kayata, President (Overseas Marketing), Komatsu Ltd, to Mr. Pawan Kumar Bhartia, Director, Bhartia Associates, Guwahati, in the presence of Mr. S.K. Mittra, Vice-President, Construction & Mining Equipment Business Unit, L&T and Mr. S.R. Subramanian, Chief Executive, L&T-Komatsu Limited.

Bhartia Associates is an L&T customer for the last one decade and owns a big fleet of L&T machines. Started in early 70s, the construction business was renamed as Bhartia Associates with Mr. Ram Avatar Bhartia as



Mr. T. Kayata, President (Overseas Marketing), Komatsu Ltd. hands over a plaque to Mr. Pawan Kumar Bhartia, Director, Bhartia Associates in Bangalore on May 22 as Mr. S.K. Mittra, Vice-President, Construction & Mining Equipment Business Unit, L&T and Mr. S.R. Subramanian, Chief Executive, L&T-Komatsu Limited applaud.

Managing Director and his sons Mr. Pawan Bhartia and Mr. Avinash Bhartia as Directors. Other ventures include garment business and tea estates. Today, the Bhartias are a prominent business group with a turnover of Rs. 115 Crore and executing orders for roads, public works and railways in the north-eastern region.

***We have implicit faith in L&T excavators: Mr. Ramnarayan***

The success story of M/s. Shyam Narayan & Brothers dates back to over 40 years when Mr. Sheetalprasad Upadhyay (now in his 90s) moved from Benaras to Mumbai to try out his luck. He started off with manual earthwork and his first machine L&T 90 made its entry only in 1989. "Our earliest excavation work with BE Billimoria and then with Talib Construction Co was a big hit and we began getting more orders. We started adding one excavator each year after 1989, and doubled it after 1999", reveals Mr. Ramnarayan, one of Mr. Upadhyay's sons and a partner in the firm.

The big success came with the path-breaking project of Bandra-Kurla Office Complex which is a prominent and stunning landmark of Mumbai city. In creating this sprawling edifice, were the combined efforts of several agencies including M/s. Shyam Narayan & Bros who were responsible for excavating a large portion of the targeted land area. The challenge was a tall order, given the fact that the entire place was slush ridden and slimy. It was the gut feeling of Managing Partner Mr. Shyamnarayan Upadhyay who undertook the job and deployed L&T excavators to excavate the earth. They developed the foundation and moved truckloads of muck to see the project successfully done.

Today, the brothers Mr. Shyamnarayan, Mr. Ramnarayan & Mr. Vijaynarayan alongwith nephews Mr. Sunil & Mr. Nilesh are all actively involved in running the Rs 80-crore enterprise. Between them, the tasks are divided well and each is responsible for the emerging business as well. Besides excavation, which is the mainstay of their business, other ventures include quarries, ready mix plant and road development.

One major project under execution now is the desilting of the Mithi river. "We have been involved with this desilting project for over 15 years. But in recent times, Bombay Municipal Corporation has reviewed it in the wake of flooding and given new guidelines. We have mounted L&T excavators on specially-made pontoons to widen the catchment area and reinforce the bunds," says Mr. Ramnarayan.



*Managing Partners Mr. Ramnarayan and Mr. Vijaynarayan*

The company has since undertaken many jobs in Mumbai city and suburbs for foundation-excavation of big buildings and malls. Mr. Nilesh adds, "We are currently excavating for Offbeat Developers in Kurla-Kamani area involving 27 acres, which is the largest by all standards. Already 5 lakh cubic meters of soil has been removed and 4 lakh cubic meters of soil is pending removal. The area has rocky foundation and we have pressed 37 rock breaker attachments into service."

Mr. Vijaynarayan is all upbeat about the new company M/s. SNB Infrastructure Private Ltd which they have created and forayed into road construction, keeping in view the increased investments in road sector. This is the first contract the company has taken up directly for laying 16 km concrete road from Andheri to Juhu. Their experience stems from handling road projects on sub-contract at Ghatkopar and Ambuliwada and through joint ventures with Unity and Patel Builders. Soon the new company plans to bid for expressways and highways too.

With over 32 L&T-supplied excavators in their fold, M/s. Shyam Narayan and Bros repose implicit faith in L&T. The machines have given them good availability and productivity index. They conduct orientation programmes for the operators and track performance of each machine on-site continuously. Genuine spare parts from L&T are stocked. They carry out small repairs on their own at their workshop. L&T team in Mumbai has established a close rapport with the customer and this has helped them maintain the machines in top condition. It is today a fact that L&T is a proud partner in M/s. Shyam Narayan's progress to wealth and success.



### *L&T supplied machines have never let me down: Mr. Mahalingam*

**F**or Mr. Mahalingam Raman Pallar who came to Mumbai as a three-year-old boy from an interior Tamilnadu hamlet, life has been a hard route of struggle to success finally. His father who was a railway employee deserted the job and took up mukadam work locally. For the young Mr. Mahalingam, who was uprooted from his native town, it was difficult to manage at Municipal School, Matunga.

His father took up supply of manual labour for earthwork initially. Later, he got into mechanization with the purchase of the first truck and subsequently a backhoe loader. In 1998, they got a break for excavating a land in Chembur and by then, Mr. Mahalingam had been initiated into business. They hired two excavators to remove the hard rock 12m below the surface and moved 75,000 cubic meters of soil. Some of the work that they took up pertained to Standard Mills, Prabhadevi; Swan Mills, CBD and Vasant Galaxy, Goregaon.

Today, Mr. Mahalingam is involved in excavating a prime tract of land of 10 acres in Thane for a huge mall to come up next year. He is moving about 4.5 lakhs cubic meters of soil and has a seven-month target period. He has deployed 22 excavators including many L&T supplied machines with rockbreaker attachments.

A visit to the Thane site shows a complement of machines working simultaneously at several points. Mr. Mahalingam says, it is the hands-on experience that has taught him to appreciate the complexities of jobs and work with commitment each time. He says, the machines have competently substituted the manual labour; but retaining trained operators and loyal staff is always a difficult endeavour.

"I directly monitor the health of my machines. I prepare a pre-calculated

chart and make sure that the machines are attended with strict timelines of oil change and precautionary checks. That is how all my machines get a longer life and they have hardly let me down on field", says Mr. Mahalingam.

Ram is the eldest son of Mr. Mahalingam and is already knee-deep into the business. He is seen running around the site with fuel refills, talking to the operators and moving machines to get the work going. His other two sons are out of college and raring to

get into other businesses. Mr. Mahalingam is overjoyed with the performance of L&T supplied machines and is planning to induct new excavators soon.

He is known for street-smartness and tough negotiation when it comes to buying machines. With three decades of experience behind him, Mr. Mahalingam is essentially a family man with simple lifestyle and small pleasures. He ultimately believes in the goodness of man and works towards maintaining cordial relations with others in the fraternity.

Expressing his happiness with the cooperation, Mr. Mahalingam says, "I am thankful to all the team members of L&T and hope to receive full support in future as we carry this business forward to a new level."



*Mr. Mahalingam and his son Mr. Ram*



*The duo supervising the activity at Thane site*

**L&T's network of service & reach is great: Mr. Jain***Mr. Ashok Jain*

**M**eeting Mr. Ashok Jain of Aditya Enterprises is like catching up with an old friend. Mr. Jain who is into excavation, construction and housing, is not new to L&T-ites. In fact, he belongs to the 1982 batch of Graduate Engineer Trainees who quit his job as a Sales Executive in L&T's Construction Equipment Division in 1991 to take up entrepreneurship.

When Mr. Jain decided to go on his own, he had the distinction of being amongst a few professionals operating in the market. Armed with know-how of product strengths and diagnostics, he got a headstart into the market. He chose to operate from Mumbai as he understood its market dynamics very well.

He, however, faced severe competition from local players who were well established. But it was his conviction and perseverance which made him to achieve a breakthrough. He started off with a L&T-Poclaim excavator and L&T-CASE backhoe loader which gave him good returns and prompted him to invest in two more machines. "I have always relied on L&T as I felt enormously comfortable with its network of service and reach", says Mr. Jain.

One engaging project he undertook was for Sidhi Vinayak Agencies at Prabhadevi for 40 feet deep excavation and the work involved mostly clearing marshy land. It was a tedious and tricky job requiring careful coordination at all times. The place looks beautiful now with a 30-storey tall sky-scraper.

But what made him get into civil engineering and construction activity? "It was a sheer providence," recalls Mr. Jain, as he remembered how circumstances forced him to partner with Mr. Jitendra Thakur to float a new company Kalparishi Construction Company. "Except designing and interiors, we have consolidated our business today to encompass from digging to construction," says Mr. Jain. His company has 75 people on rolls including machine operators. Most of his staff are loyal and have been with him since the start.

"Though my outlook is that of a civil engineer, my love is essentially for the machines. As a qualified mechanical engineer, I often dedicate my time checking the health of the machines and seeking remedial action", says Mr. Jain. He has an equipment population of eight machines including six L&T supplied hydraulic excavators. He is planning to add machines to take care of the expanding portfolio of work.

Mr. Jain has lost count of the work he has done for the Mumbai skyline in the last two decades. Some of the landmarks he has worked for include Raheja Group at Jogeshwari/Malad, Lokhandawala at Kandivali, IT Parks at Andheri/Goregaon and malls for Sanghvi Associates. He is presently busy completing the excavation assignment for Lodha Group and Rajesh Builders in Thane, where he had pressed 23 machines into service at one time to accelerate the activity.

Today, his hands are full with projects of demanding deadlines. He hardly finds time for recreation. "On weekends, I avoid work and devote time with the family. I also manage time for some voluntary work with Gujarati associations and go for a vacation for 10-15 days annually", remarks Mr. Jain. Here is one ex-L&T-ite with whom every L&T-ite would certainly be proud to be associated with.



## Vasaikars Reap Success with L&T Supplied Machines

Vasai, located in Thane district off the western suburbs of Mumbai, is witnessing a rapid growth in terms of road infrastructure, high-rise buildings, big cars and disposable incomes. All this has given rise to a new class of local entrepreneurs who have opted for jobs like quarrying, excavation and land development. Vasai has an equipment population of about 100 machines. L&T Earthmover News Team met some of the successful Vasaikars who are incidentally L&T customers. These new-generation Vasaikars are networked to a common gathering place – a petrol pump – where they share their knowledge and experience of the industry.

### Patil Bandhu



*Mr. Amit Patil*

Spanning three generations, the Patil Gonsalves family from Vasai has been living and working together. The family which owes its genealogical origin to the Portuguese times is involved in many activities such as educational institutes, construction projects and quarry operations.

Mr. Amit S. Patil, who is the Managing Partner of Patil Bandhu, has been undertaking industrial projects, local housing and land development. He belongs to the landed families who are locally known for their influence and power. He owns 6 L&T supplied excavators and plans to buy bigger machines as he pitches in to increase his business from quarries. Mr. Patil joined the family business in the year 2000 with the infrastructure boom on the anvil. With Vasai witnessing a large influx of population from other parts of Mumbai, construction activity has stepped up.

“We have bought land in Bhiwandi where we are taking up quarrying. This is besides the Vasai work where excavators are deployed and most of them clock 10 hours a day. For our long-term growth plans, I am stepping up productivity and plan some more machines in future”, says Mr. Patil. “L&T machines have given me trouble-free service and are a perfect replacement to the perennial labour shortage,” he adds. Mr. Patil relies on the company’s genuine parts which he buys when he commutes to Mumbai, as he prefers to maintain a lean inventory.

### Balajee Earthmovers



*Mr. Bhavesh Maru (top) and  
Mr. Shahnawaz*

Mr. Bhavesh Maru and Mr. Shahnawaz are two of the six partners of Balajee Earthmovers. They were petrol pump owners who decided to pool profits and hive into a new profitable venture, four years ago. That is how Balajee Earthmovers was born. Unlike others, these partners decided to venture out of Vasai for work. The partners

have learnt through trial and experience the hard way of handling a machine and its deployment.

Two years ago they bought L&T-Komatsu PC200 & PC300 machines, which worked on the prestigious Bangalore International Airport Project under a sub-contract. Today, these machines are deployed in Madurai area for a major expressway project. “We are open to business especially with infrastructure and mining taking off”, says Mr. Bhavesh Maru who is behind this new venture. “The machine is good for tough work. Its maintenance is easy and productivity is higher. We are keenly looking at road development like Vasai-Ahmedabad sector to expand this business, for which some more machines may be acquired in the near future”, he adds.

For the benefit of customers of Construction & Mining Equipment Business Unit (CMB), Training Programmes offered by L&T, have

	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W
July 2008			1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
				9/PC600/1250-7/B'lore Maintenance Staff						10/PC200-6/ Kurnool Operators/Mechanics			11/PC200-6/300-7/ Delhi Operators/Mechanics					
August													12/PC300-7 Arunachal Pradesh Operators/Mechanics					
	31					1	2	3	4	5	6	7	8	9	10	11	12	13
						16/PC130-7/ Nagpur Operators/Mechanics					18/L&T300(E) /B'lore Maintenance Staff					20/Kom.Machine Electrical Maintenance Staff		
										17/PC200-6/ Salem Operators/Mechanics			19/PC200-6/ Bhubaneswar Operators/Mechanics				21/PC130-7/ Baroda Operators/Mechanics	
September		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
				28/L&T300 Trouble-shooting/B'lore Maintenance Staff							30/Scania P380 Tipper truck/B'lore Maintenance Staff							
			27/PC71 / Bijapur Operators/ Mechanics							29/PC-300-7/ Kolhapur Operators/Mechanics								
October				1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
					35/PC200-6/ Chennai Operators/Mechanics								36/PC130-7/ Delhi Operators/Mechanics					
													37/PC200-6/PC300-7/ Pune Operators/Mechanics					
November	30					1	2	3	4	5	6	7	8	9	10	11	12	13
								42/PC300-7/ Bhopal Operators/Mechanics		44/Kom.Dozer/B'lore Maintenance Staff								
										43/PC200-6/PC300-7 Rajahmundry Operators/Mechanics			45/PC200-6/ Lucknow Operators/Mechanics			46/Kom. Dozer Arunachal Pradesh Operators/Mechanics		
December		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
				53/PC400-7/PC450-7/B'lore Maintenance Staff							55/L&T300 Trouble-shooting/B'lore Maintenance Staff							
										54/PC200-6/ Thirunelveli Operators/Mechanics								
January 2009					1	2	3	4	5	6	7	8	9	10	11	12	13	14
											59/PC600/1250-7/B'lore Maintenance Staff							
										58/PC200-6/PC300-7 Hospet Operators/Mechanics								
February	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
											64/L&T300 Trouble-shooting/B'lore Maintenance Staff							
										63/PC200-6/ Kochi Operators/Mechanics								

Key for Course Fee:



Special programme for Managers / Executives : Rs. 2,500/-  
Programme for Maintenance Staff : Rs. 2,000/-

Programme for

Kom : KOMATSU  
B'lore : Bangalore

Note: For course contents, please refer to Training Programme Booklet.

# CALENDAR 2008-09

been scheduled in Bangalore and other Service Stations. Table below gives the Training Schedule for the period July 08-February 09

W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S
16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31		
13/Kom.Grader/B'lore Maintenance Staff						14/Excavator Hyd Systems/B'lore Executives/Managers							15/PC200-6/ Jharsuguda Operators/Mechanics				
13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
13/Kom.Grader/B'lore Maintenance Staff							23/PC200-6/B'lore Maintenance Staff							25/PC400-7/B'lore Maintenance Staff			
						22/Kom.Dump Truck/B'lore/Chennai Maintenance Staff							24/Kom. Dozer/ Goa Operators/Mechanics			26/PC200-6/ Jammu Operators/Mechanics	
17	18	19	20	21	22	23	24	25	26	27	28	29	30				
31/Kom.Wheel Loader/B'lore Maintenance Staff							33/PC300-7/B'lore Maintenance Staff										
		32/PC200-6/ Raigarh Operators/Mechanics							34/PC200-6/ Jaipur Operators/Mechanics								
15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	
38/PC200-6/B'lore Maintenance Staff					40/L&T 72/90-3/B'lore Maintenance Staff												
39/PC71 /B'lore Maintenance Staff						41/PC130-7/ Malda Operators/Mechanics											
12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
47/PC130-7/B'lore Maintenance Staff						49/Excavator Hyd Systems/B'lore Executives/Managers										51/PC300-7/ Udaipur Operators/Mechanics	
	48/Scania P380 Arunachal Pradesh Operators/Mechanics								50/PC200-6/ Ahmedabad Operators/Mechanics							52/L&T90-3/ Kharagpur Operators/Mechanics	
17	18	19	20	21	22	23	24	25	26	27	28	29	30	31			
56/PC200-6/B'lore Maintenance Staff																	
57/Scania P380 Tipper truck/B'lore Maintenance Staff																	
14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
60/Kom.Machine Electricals/B'lore Maintenance Staff						61/PC300-7/B'lore Maintenance Staff											
						62/Kom.Dump Truck/B'lore/Chennai Maintenance Staff											
18	19	20	21	22	23	24	25	26	27	28							
65/Scania P380 Tipper truck/B'lore Maintenance Staff						66/Excavator Hyd Systems/B'lore Executives/Managers											
							67/PC200-6/B'lore Maintenance Staff										

Operators & Mechanics : Rs. 1,000/-



**LARSEN & TOUBRO LIMITED**  
Construction & Mining Equipment Business Unit  
Product Support Department  
Bangalore

## L&T Introduces 200 Ton Komatsu Hydraulic Excavator



*The newly-commissioned PC2000-8 Hydraulic Excavator teams up with Komatsu Dump Truck at SCCL, Srirampur project. The Excavator is deployed by our customer M/s. V. Prabhakar Reddy.*

**L**arsen & Toubro Limited (L&T) delivered the first 200 Ton Komatsu Hydraulic Excavator Model PC2000-8 to M/s. V Prabhakar Reddy, one of L&T's important customers and fleet owners and one of the pioneers in contract mining in India. The machine was successfully commissioned at the customer's project site at Singareni Collieries Company's Srirampur Project in Andhra Pradesh on 6th June 2008.

### Total Power Management

The excavator is fitted with the powerful and economical Komatsu SAA12V140E-3 engine of 713 kW output controlled efficiently with two-work modes of power and economy. The machine achieves fuel efficiency aided by the inbuilt total power management and advanced hydraulic system. By using on-demand power control system, it succeeds in effectively reducing the fuel consumption per hour. The clean engine is tier-2 EPA emission compliant and produces low dynamic noise due to 3D hybrid fan minimizing air-turbulence noise and power module packaging.

### Machine Durability

Revolving frame, center frame and crawler frame are strengthened to endure heavy-duty work effortlessly. Large capacity triple roller bearing is used for the swing

circle enabling heavy duty excavating and loading work. Travel motors are shielded by sturdy guards preventing the motors from being damaged by the thrust of the rocks. Enlarged track rollers in combination with large-size track links provide excellent durability. It has unique bucket tooth shape, long-term sharpness, with greater penetration and superior digging performance. The backhoe bucket capacity is in the range of 11 to 14 cubic metres. The machine is available with backhoe as well as loading shovel options.

### Total Cost Reduction

The machine has a unique power module packaging for easy installation and removal of components such as engine, radiator, oil cooler and PTO. The use of single engine, enlarged pumps and simplified hydraulic circuit enables reduced hours required for maintenance. Moreover, the reduction in the number of parts contributes to reduction of overhaul man-hours and total cost reduction. Its service-friendly design and the large fuel tank allows the machine to work for round the clock operations. VHMS (Vehicle Health Monitoring System) helps control the machine condition, its major components and minimizes its downtime.

*(Continued on Page 9)*



## Vasaikars Reap Success with L&T Supplied Machines

### Shree Ganesh Earthmoving Service



Mr. Mangesh Dharvatkar

In 1997, Mr. Mangesh Dharvatkar ventured into earthwork contract with the purchase of a second-hand L&T 72 machine. Later, he bought a bigger machine, L&T 90. He has deployed machines for cleaning nullahs and land reclamation.

Living in a joint family, Mr. Dharvatkar values the importance of close ties. While his father and brother look after workshop activities that cater to repairs of local trucks and tippers, it is he who concentrates on the mainline business. He seeks job contracts from big builders, and works towards delivering them in time. He has also bought a backhoe loader to step up his business interests. Mr. Mangesh Dharvatkar is happy with L&T machines. "I shall certainly recommend it to my friends", he adds.

### Aakanksha Stone Crushing Co.



Mr. Santosh (top) &  
Mr. Ballu Gupta

Mr. Santosh Gupta and Mr. Ballu Gupta of Aakanksha Stone Crushing Co. are into quarry business since 20 years in Vasai. The brothers own quarries which turn out "blue metal" for the construction and infrastructure industry. They started off with manual labour but in the recent years, they encountered a lot of difficulty. So they switched over to excavators. L&T 72,

which they procured two years ago has been giving them good productivity and enormous savings too. They have been able to meet all targets on time.

The Gupta brothers are sixth generation in Vasai and originally hail from UP. The brothers are doing very well in their business and this has prompted them to diversify into hotels which is seeing a big boom. They are happy with the support they get from L&T team to attend to service calls and parts replacement. "With the boom time in Vasai and a fast growing machine population, it is time L&T opens a parts depot here", suggests Mr. Santosh Gupta.

### ... PC2000-8 Hydraulic Excavator

(Continued from Page 8)

#### Comfortable Operation

The newly-designed operator cabin provides excellent visibility with extended windshield, easy-to-use large LCD monitor and spacious seating area. Comfortable air-suspension seat, extremely low noise and vibration and auto air-conditioner guarantee more comfort and less fatigue to the operator working in inhospitable conditions.

The legendary Japanese technology, high-powered engine, reliable hydraulics and integrated electronics all combine to make the PC2000-8 Hydraulic Excavator a highly competent machine available in its class in the market today and give a boost in accelerating the mining productivity in the country.



The Project Team that assembled the giant Excavator successfully

## Panvel Gets New Dealer Outlet

**L**&T Mumbai Dealer M/s. C.S. Diesel Engineering has opened a new outlet at Panvel covering Navi Mumbai, Raigad and Ratnagiri districts. The depot was inaugurated on March 15 by Mr. Ramseth Thakur, former MP and local industrialist. Mr. Thakur is an L&T customer with a large fleet of L&T supplied Hydraulic Excavators and Motor Graders.

Speaking on the occasion, Mr. Thakur appreciated the efforts of L&T to reach out to more customers and acknowledged its emphasis on customer service and parts support. The event was attended by 25 customers and major financiers. Mr. A.K. Sharma, DGM (Sales Development), CEB Bangalore; Mr. Rahul Mehta, Zonal Manager,



Mr. Ramseth Thakur cutting the ribbon to mark the opening of the new outlet

CEB (West-I), Pune and Mr. C.P. Shah, Director, C.S. Diesel, took part in the programme.

Panvel has a very large population of L&T supplied machines. With new projects envisaged like the Special Economic Zone and international airport at Navi Mumbai, irrigation projects at Shahpur, Digha Jetty and

the fourth berth at Nhava Sheva Port, Panvel has a huge growth potential. L&T plans to expand its customer base in the area with this new outlet. The dealer shall stock parts as well as extend services for all L&T supplied equipment in the territory.

## New Branch at Aurangabad



**P**une-based Dealer M/s. Dhariya Infrastructure Development (P) Ltd. has opened a new branch at Aurangabad on June 24, 2008. The new outlet shall also help the Dealer to explore the potential for sale of machines as well as lend support to the growing machine population in the area.

## New Dealer for Mizoram

M/s. Lalmalsawma Engineers have been appointed as the Dealer for Construction Equipment Business in Mizoram. With office in Aizawl, the new dealer shall cover the entire State and market Hydraulic Excavator models PC71, PC130 and L&T 72. Besides, the dealer will supply spare parts and provide service support for machines operating in the region.

## G.P. Enterprises Gets ISO Certificate

Here is good news from Madurai Dealer M/s. G.P. Enterprises. The firm has received the ISO 9001-2000 certification from BSI Management Systems covering the scope of parts sales and servicing of L&T construction equipment. This certification is expected to help them in increasing customer satisfaction levels and lead to improving quality management systems.

***"I am not discouraged, because every wrong attempt discarded is another step forward."***

– Thomas Alva Edison



## Promoting Komatsu Fleet in Cement Industry

**K**omatsu's success in the cement industry especially the Grasim Group's Ultratech Cements, where higher capacity equipment were introduced with guaranteed results, dominated the discussion at the Cement Customers' Meet organized by L&T Mining Equipment Business in Anantapur on March 12, 2008. Participants included senior management from Vasavadatta Cements, Kesoram Cements, Dalmia Cements, KCP Cements, Jayajothi Cements, India Cements, Zuari Cements, Raghuram Cements, Deccan Cements and others.

Mr. D.B.Pai, Zonal Manager, Mining Equipment Business, South, underlined the importance of L&T's Product Support Network and the extensive range of Komatsu products. This was followed by a comprehensive presentation on deployment of Komatsu PC1250 Hydraulic Excavator and Komatsu HD465 Dump Truck in limestone quarries by Mr. Vadivazhagan, Product Support Dept, Mugalivakkam.

A visit was organized subsequently to Ultratech Cements' Tadipatri Plant for a live demonstration of the Komatsu Fleet. Ultratech Cements, which has expanded in Phase I, and is further expanding in Phase II, had the traditional fleet of L&T 300, considered the workhorse of cement sector, and 35T Dumpers which were replaced / upgraded by Komatsu PC1250 Hydraulic Excavator and HD465 Dump Truck. The visitors got a first-hand feel of these machines as well as Komatsu D155 Dozer.



*Customers getting closer to the Komatsu machine*

Mr. T.V. Sreenivasan, GM (Mines) and Mr. Y. Jugal Kishore, Manager (Mechanical) of Ultratech Cements gave an excellent feedback on the machine performance as well as L&T's unmatched service support.

With the cement industry graduating to higher class of equipment, the stage is all set to promote Komatsu fleet as complete mining solutions. The meet was aptly captured in the remark 'Seeing is believing' by Mr. A.C. Basak, Vice-President(Mines) of Vasavadatta Cements, who added, 'All brands of equipments look similar on slides. You have to see it on your own to make out the difference between them...'

## Charting New Business in NMDC...

**A** joint team from L&T Mining Equipment Business and Komatsu India Pvt. Ltd. (KIPL) made a presentation to the high-level team from NMDC Limited at its Corporate Office in Hyderabad on Feb 13, 2008. The NMDC team was led by Mr. V.K. Jain, Director (Production) and consisted of Mr. O.N. Chaturvedi, AGM (Materials), Mr. S.C. Agarwal, AGM (Mechanical), Mr. Preetam Kumar, Sr. Manager (Materials), Mr. Suresh Babu and Mr. K.V. Bhaskar, Managers (Materials). The presentation dealt with an integrated focus on Komatsu's offerings for the mining sector.

Mr. D.B.Pai, Zonal Head, Mining Equipment Business, South, introduced the gathering to the strengths of L&T and its product support network. Mr. Kazuya Noboru of KIPL gave an overview of Komatsu, followed by

Mr. Ranjay Bhardwaj of KIPL who made a presentation on the optimum fleet required at a project site using bigger-size Hydraulic Excavator and Dump Truck combination.

Since its inception, NMDC is actively involved in the exploration of a wide range of minerals including iron ore, copper, rock phosphate, lime stone, dolomite, gypsum etc., in the states of Chattisgarh and Karnataka. High-grade ore from NMDC Bailadila Mines is exported to Japan and South Korea.

NMDC plans to expand to 50 MTPA from the current capacity of 27.5 MTPA by 2014-15. This is envisaged by expansion of existing mines and the opening of new mines at Bailadila and Bellary.



## L&T Hydraulic Rock Breakers Deliver Huge Impact!



When it comes to tough jobsites and rock-breaking, L&T 220RB Hydraulic Breaker is the best bet. This high-performance breaker from L&T-Komatsu Limited is the preferred choice of many contractors across the country. Packed with unbeatable strength and durability, the L&T 220RB is ideal for fitment on all excavators in 20-ton class. Whether it is hard-rock excavation or building demolition, L&T 220RB Hydraulic Breaker produces the best results.

Several leading contractors have confirmed that this Rock Breaker attachment is eminently suitable for application in hard strata due to its sturdy design and easy maintainability. With increased investments in infrastructure facilities and rapid growth in urbanization, the demand and scope for high productive equipment and demolition attachments is also on the rise.

L&T 220RB Rock Breaker comes with a host of salient features:

- High-efficiency design

- Upper-level tie-bolt for greater endurance
- Low-pressure fluctuation to protect hydraulic system
- Rock dragger armoured with abrasion-resistant steel
- Stroke adjuster to maximize productivity

The rock breakers are supported by L&T's reliable parts and service network. The rock breaker can be supplied with factory-fitted adaptation kit engineered to protect the machine's hydraulic components from shock and contaminants.

*For details, contact L&T Hydraulic Equipment Business (Bangalore: Shailesh Kodkani 080-25020100 smkodkani@larsentoubro.com), (Chennai: BK Sanjay 044-22520611 sanjaybk@larsentoubro.com), (Mumbai: Venkatesh Kamath 022-67053040 vk-hes@powai.ltindia.com), (Kolkata: Nilanjan Sen 033-22827522 senn@larsentoubro.com)*