Splendid Show by L&T at IMME 2014

Mr. K. Mizuhara, MD, Komatsu India Pvt. Ltd. and Mr. Arvind K. Garg, VP, Construction & Mining Machinery Business, L&T jointly hand over the miniature model of Hydraulic Excavator to Mr. V. Prabakar Reddy at IMME 2014 in the presence of Mr. J.P Nayak, former Member of the Board, L&T, and Mr. Arun Pai, GM-Product Support, L&T.
L&T Construction & Mining Machinery, in association with its principals Komatsu and Scania, put up a splendid show at the 12th International Mining & Machinery Exhibition (IMME 2014) held at Salt Lake Grounds, Kolkata from 3rd-6th December 2014.

As part of showcasing strengths on product technology and customer service, L&T displayed the mammoth Komatsu WA900 Wheel Loader for the first time (which has been successfully deployed in the iron ore industry), Komatsu HD785 Rear Dumper (the mainstay off-highway truck in the mining industry) and Scania P410 Tipper Trucks (with coal and rock body) formed part of the impressive equipment display. The stall display also had the indigenously developed and marketed L&T 9020 Wheel Loader – which finds multiple applications in the construction and mining industry.

Mr. K. Mizuhara, Managing Director, Komatsu India Pvt. Ltd., joined the discussions with his senior management team.

Mr. S.R. Subramanian, Executive Vice-President & Head, Machinery SBG, alongwith Mr. Arvind K. Garg, Vice-President, Construction & Mining Machinery Business and Mr. Arun Pai, General Manager-Product Support led L&T’s participation. Mr. Partha Mookherjee, Head-Mining Equipment Business, Mr. Hemant Mathur, Head – Construction Equipment Business and Mr. Rahul Mehta, Head-Tippers Trucks Business were actively involved with their teams in interacting with the customers. Mr. J.P. Nayak, Former Member of the Board, L&T visited the stall and participated in the proceedings.

Komatsu team comprised of Mr. Davinder Singh, Advisor to MD; Mr. Isao Oya, Sr. Vice-President & Director-Plant; Mr. Hideki Tsubone, Sr. General Manager-Product Support; Mr. Yukihiro Suzuki, General Manager-Parts; Mr. N. Ishida, General Manager-PCD and Mr. R. Hirakaka, Asst
Dr. A.K. Pujari, Secretary, Ministry of Mines, Government of India, being welcomed by Mr. Arvind K. Garg.

Mr. Shashin Patel, Jr. Managing Director, Sadbhav Engineering receiving the symbolic key of Scania P410 Tipper Truck from Mr. Arvind K. Garg.

A high-level team from Jamshedpur-Nanpura-Konabond units of Tata Steel Limited seen with L&T and Komatsu management.

Mr. N. Kumar, Director (Technical), Coal India Limited seen with Mr. Partha Mukherjee.

Mr. Mahendra Kumar Mehra, Head-Mining Support & Geology, Techport-Hokim, South Asia receiving symbolic key from Mr. K. Mizuhara and Mr. Arvind K. Garg.

Mr. Tarun Maniktala, Director and Mr. D.K. Varma, GM, Naresh Kumar & Co. P. Ltd. receive the symbolic key of L&T 9020 from Mr. Arvind K. Garg & Mr. Hemant Mathur.

Mr. Tuhin Mukherjee, MD, Mr. Raja Arora, Chief Procurement Officer; Mr. R.S. Mahotra, Chief Operating Officer (5th, 6th, 7th from left) along with senior officials of Essel Mining are seen with Mr. Arvind K. Garg and Mr. Partha Mukherjee.

Mr. Ashoke Kumar Sarkar, Director-Technical, Bharat Coking Coal Limited seen with Mr. Arun Pai and Mr. Rahul Mehta.
Manager-PSD. Scania was represented by Mr. V. Sivakumar, Director (Sales) and Mr. Suresh Ekambaram, Director (After-Sales) along with a team of sales and service personnel at the stall.

Several customers from the coal and mining industry and principal officials from the Ministries of Coal, Steel and Mining, Government of India visited the stall and interacted with the senior management. Key handing over events were conducted in the course of the four-day exhibition.

The imposing stall was designed in a two-tier structure and had multi-point branding of L&T, Komatsu, Scania visible from all across the exhibition area. Big-size conference halls and meeting rooms provided ample space for the marketing teams to interact closely with customers. A dedicated theatre room screened films and audio-visuals related to machine maintenance for the visitors.

A separate area was earmarked to display Komatsu and Scania Genuine Parts marketed by L&T. Customers gained a first-hand understanding of benefits by using genuine filters over non-genuine filters with the help of a bubble test display set up by Komatsu in the stall. L&T had also exhibited an array of recon engines and other components that were repaired at its Service Centres. Scania had set up a booth to sell its branded merchandise like miniature tippers, shade caps and wrist watches to the visitors.

Modular Mining Systems (I) Pvt. Ltd. (a Komatsu company) was also there with its offerings on mine management and integrated solutions. L&T Hydraulics, which has been supplying various aggregates to the core industry, joined the show with a display of Wheel Dolly, deployed in the mining equipment logistics. L&T MMH displayed its capabilities in executing bulk material handling systems.

Coinciding with the event, CII organized a two-day national level seminar discussing the modernization of mines and equipment innovation. L&T brought out a special issue of Earthmover News, capturing the profiles of key customers in the publication.
Assam CM visits L&T Stall at ConMac 2015

L&T had the privilege of welcoming Mr. Tarun Gogoi, Chief Minister of Assam, to L&T Stall during his visit to ConMac 2015. Mr. R.S. Chaki, Territory Manager, CEB-Guwahati received the dignitary and briefed him on the various products marketed by L&T and the service support provided by L&T to the customers in the North-East.

ConMac 2015 exhibition was earlier opened by Mr. Gogoi, who promised to provide thrust to the infrastructure sector. He said cost-effective technology was the need of the hour and his government was keen to push reforms in a big way for faster development of the region.

L&T’s display in the outdoor area included Komatsu PC71, PC130, PC210 and L&T 9020 machines. Besides CEB team, Mrs. Surevi Sharma, Director, Saurav Auto alongside her team of sales and service personnel attended to the customers.

ConMac 2015, earlier known as Machinery Mart and the biannual activity of the North East, was organized by CII at the Maniram Dewan Grounds, Guwahati from Feb 27 to Mar 1, 2015. The show provided ample opportunity for the participants to showcase their latest machines and technology prowess. With projects relating to strategic roads, border fencing and highways underway in the North-East, ConMac 2015 attracted several visitors.

Speakers at the seminar on ‘Infra development in the North East’ highlighted the growing opportunities and the difficulties experienced in repairing machines by the seven states while implementing road projects.

BAICON - 2015

At Baicon 2015, hosted by Builders Association of India in Chennai Trade Centre, from Jan 7-9, 2015, L&T participated in the indoor area and displayed L&T 9020 Wheel Loader. The team was led by Mr. L.S. Prashanth, Territory Manager who met customers and discussed plans for equipment procurement.
Singh Transport: End-to-end logistics solution

Work with courage and conviction’ is the dictum followed by Kalra brothers Mr. Daljeet Singh Kalra and Mr. Kuldeep Singh Kalra of Singh Transport, who have been working towards stabilizing business in Bilaspur. Several years back their father, Mr. Kartar Singh had migrated from Pakistan in the post-partition period. From his agriculture vocation, he shifted to transport business by owning and operating trucks for moving coal from pitheads to crushers in and around Central India.

Today, Singh Transport operates outsourcing contracts in big companies like SAIL-Bhilai Steel, NMDC-Bailadila and South Eastern Coalfields Limited involving OB removal, iron ore mining and transport logistics. Besides, limestone quarrying is another major area of activity carried out in L&T 90 and L&T 9020 to mine and move about 10,000 Cu. M. materials per day.

Says Mr. Daljeet Singh Kalra, “My strategy is always linked with application and speed. I have mixed and matched the machines depending on production requirements. Komatsu technology is certainly dependable in the market. PC450 is a strong machine with very good features. Going forward we want to expand our operations with bigger fleet and handling projects with end-to-end solution.”

The Kalras maintain a central workshop in Bilaspur which helps them up-keep a large machine population at sites in good condition. “We have developed excellent repair teams to ensure that the machines get the best attention and downtime is contained,” says Mr. Kuldeep Singh Kalra. The brothers strongly believe in using Genuine Parts and have equipped all key sites with requisite tools and fast-moving parts.

The Kalras are presently operating 10 major projects in Chhattisgarh, Madhya Pradesh and Orissa. The group turnover has swelled to Rs. 100 crore with 15 per cent growth over the last year. The group looks forward to usher in modern methods of operations in the field and also get into new contracts like wagon loading. Two more brothers – Mr. Devinder Singh and Mr. Jasbir Singh are also associated in this business handling independent functions.

Gahra Minerals - Pioneers in mining in Central India

Gahra Minerals has been associated with mining operations for over 6 decades in Vidharbha area. The firm established by Mr. Abdul Shakoor in the post-independence was succeeded by his son Mr. Abdul Gaffar and later the mantle was passed on to the third generation, which takes care of the company today. Mohd Asif, Mohd Sameer, Mohd Asad, Mohd Feroz and Mohd Waseem are the five brothers -- who are steering the fortunes of the company and working out new plans. This Kuchi Memon family has been a pioneer in iron ore mining in Central India ushering in modernization both in equipment and processes.

From dealing with scrap in the local mines, Mr. Abdul Shakoor had a vision to building a future when he set out to establish his own business for mining iron ore and limestone. His major breakthrough was the 70-year contract in Gadchiroli for iron ore mining, which boasts of 64 per cent ferrous content and highly suitable for the export market. His son who took over, consolidated the iron ore operations besides taking up lease for mining of quartz, dolomite, manganese and limestone. Most of their activities are spread across Chandrapur, Chhindwara, Gondia and Gadchiroli in Central India.
Today, the third generation brothers are totally involved in managing the operations professionally – from planning and procurement of Komatsu PC300/PC200 machines to their deployment in the mines.

They have put up one beneficiation plant to process dump ores before sending them for the export market.

“We are highly satisfied with the performance of L&T supplied machines and the support we get from the dealer. We have planned to standardize these models in our mines for future,” says Mohd Asif.

Gahra has been supplying ore material to Adani Enterprises for export consignment to China and dolomite to Ultratech for its Awarpur Plant. Presently the brothers are implementing mechanization in all the mines which shall enable them to push up productivity. The future shall see Gahra Minerals set up a steel plant in Mahrarsahtra, close to Nanded.

Among the brothers, the eldest holds qualification in mining engineering from Nagpur University while others are science/commerce graduates. The unity in thought and action is reflected well amongst the brothers who hold enormous respect for each other and work with good understanding and for mutual benefit. The brothers lead a simple life and are aware of the rich legacy they have inherited from their grandfather who had toiled in the British India to establish this business.

**PSA Construction - Accomplishing tough tasks**

Behind the soft exterior of Mr. Sanjay Singhal, lies an entrepreneur who is aggressive and ambitious. About 13 years back when Sanjay lost his father Mr. Premchand Singhal, he was totally shaken. But Sanjay was quick to step into his father’s shoes and take control of the reins. The subsequent years saw him consolidating the business and establish the firm PSA Construction, which stands for the first letters of Premchand, Sanjay and his son Abhimanyu. This Raipur-based entrepreneur has a big appetite for taking risks and has since carved a niche in road projects in the central India.

Naxal-prone Bastar area unleashed a host of challenges for Sanjay even as he embarked on executing road projects there with success. Hostile terrain, inaccessible conditions, absence of skilled labour and the uncertainty in the activity did not deter him as he single-mindedly pursued the task and completed it. In one instance, when Border Roads Organization had given up hopes on a contract owing to operational glitches, it was Sanjay who revived it after a decade and took up the challenge of completing the 40-km Gidam-Behrangar stretch. His effective handling of difficult projects fraught with perils earned him an unassailable reputation. His formula for success – employ the local people, train them, develop confidence and accomplish the task – has spelt wonders.

Having lived there for over 25 yrs, Mr. Sanjay Singhal developed a tremendous understanding of the sensitive terrain involving places such as Bacheli, Sukhma and Dantewada. This enabled him to take up more contracts in Chattisgarh and in some of the cases he had to seek CRPF protection for smooth completion.

“This is certainly not normal – taking risks and working at any cost but I found it rather exciting,” says Mr. Sanjay Singhal exuberantly. “We have never directly faced any problem with Naxalites,” he adds.

In recent years, he has executed the 34-km long Sukhma-Jagdalpur highway and the Dantewada airstrip for Indian Air Force where he had to spend long hours supervising the operations. He is now working on 35-km stretch of Durg-Rajnandgaon railway project involving hard rock, earth work and culverts. He has formed separate teams to handle each project with adequate machines and people with skill sets.

What about the performance of L&T supplied machines? He is quick to reply, “My experience has been good – the Komatsu machines have been my strength. My team is happy with the machines – they are easy to operate, reliable on the field and given us ample productivity. I have hardly come across failures. Plus the maintenance costs are low.”

Mr. Sanjay Singhal is upbeat on his growth – he has been singularly responsible for taking the company from Rs. 6 lakhs turnover to Rs. 60 crore in 8 yrs time. He now looks forward to pushing it to Rs 200 crore in the next 2 yrs with a target of 8 km finished road each month.
Anand Mining - Rise in OB removal contracts

I purchased my first L&T 90CK machine in 1991 and followed it up by ordering one more machine the next year. The machines were used initially for earthwork and railway sideing projects. “Bahut badiya machine hai – kaafi kam hota tha. Us samay, machine se khudai karna naya anubhav tha - jo safal raha,” says Mr. Manikchand Jain, Managing Director, Anand Mining – Raipur who has built a successful reputation in the last 25 years in Central India.

Mr. Manikchand Jain is the second-generation entrepreneur whose father was an established labour contractor in Dalli-Rajhara mining area in the sixties. He acquired tippers in the course of time and shifted over to mining contracts. WCL-Parasia Project and Raymond Cement were two major firms where he took up a series of contracts from material handling to earthwork throughout the year.

One of the major jobs undertaken by them is in Siltara Industrial Area where they have done extensive landflling and reclamation work during 2004-06. In 2009, Anand Mining Company formally came into being to explore projects in OB removal, iron ore mining, rehandling activities. Later, they secured a major contract from Godavari Power & Ispat Limited, Raipur to handle all their implant projects. Starting with L&T-Komatsu PC200, Mr. Jain acquired more L&T supplied machines including PC300 and PC130. With the help of this fleet, Anand Mining took up large scale activities.

Mr. Jain gradually brought into the business his three sons – Mr. Manish Jain, Mr. Anand Jain and Mr. Mahavir Jain. Even as his firm began expanding, the sons settled down with their independent functions like civil works and material handling activity. Each project was assigned to one of them and Mr. Jain used to deal with the customer meetings and supervise overall activity. Mr. Jain has guided his sons well into finding their respective interests in the business.

Mr. Manikchand Jain has immense faith in maintaining machines in top condition. He has invested consistently in training programmes for his staff and stocks genuine spares in all his depots.

“Equipment service and operator training are our focus areas and we shall continue to give importance to this,” says Mr. Jain.

Today, Anand Mining is well poised to take up contracts in other North-eastern states like Assam and Nagaland besides Madhya Pradesh, Uttar Pradesh and Bihar.

Swaraj Earthmovers - Accent on reality biz

PC300 machine, supplied by L&T, has been working incredulously, even after 22,000 hrs of deployment without major repairs or any overhauling. The machine is excellent and we are amazed at its outstanding performance,” says Mr. Rajesh Sahni, Managing Director, Swaraj Earthmovers Pvt. Ltd. Coming from the family with business interests in coal transport and sales of car batteries, Mr. Sahni diversified into sand transport and real estate development in Nagpur. It was in 1995-96 that he decided to buy tippers to get into sand transport and later excavator for realty contract. “I realized soon there was a growing demand for excavators. I expanded the fleet with Komatsu machines and has since then not looked back”, he says.

Mr. Sahni had taken up many activities viz., earthen dam construction, canal expansion, road construction and realty development. His major challenge was the completion of highway stretch which involved acquiring site and managing with restricted labour force against stipulated timelines.

He has invested in a central workshop in Nagpur to take effective care of the machines. A dedicated team has been working on parts back-up for various machines and repair activities. “I believe in giving individual respect and responsibility and allow the team to grow. That is how I can expect them to provide the best attention,” says Mr. Sahni.

Mr. Sahni is passionate about his business and has been working on taking up many new projects in property development. “With high-rise apartments coming up in a big way, there is ample opportunity for excavator to get into foundation digging and earthwork,” he says. The future shall see Mr. Sahni move out of Maharashtra to other states like Madhya Pradesh and Chattisgarh to handle big-size earthwork projects involving 90,000 CuM every month.

Mr. Sahni’s interests are mostly in automobiles and loves discussing the subject at the drop of a hat. His daughter has completed engg and is now pursuing CA while his son is in school.
Vipra Enterprises - Aiming high in road projects

Meet the veteran entrepreneur Mr. Prabhat Singh from Nagpur and his son-in-law Mr. Vikas Singh of Vipra Enterprises, who are highly active in road projects in central India. An engineering graduate from Anna University, Mr. Prabhat Singh had spent over 25 years abroad in Nairobi and Rwanda in large civilian projects taking care of machinery deployed in construction activities like buildings, townships and installations. He gained hands on experience in material handling machinery and using cranes for high-rise buildings.

Returning to India, Mr. Prabhat Singh opened his innings in the manganese ore belt of Balaghat area in MP which was highly labour intensive. He began mentoring people and introducing them to excavator technology. He had to gain confidence of the mine owners and train the operators to handle these machines. “Today, there are over 60 machines operating in professional work environment with mining benches,” he says with pride.

One of his innovative projects was in aquaculture which he executed in Nellore-AP. “This was a key learning to us as we had to dig fishponds with the help of excavators where the soil quality was sticky and tricky,” he says. Though not a civil engineer, Mr. Prabhat Singh had acquired tremendous understanding during his stint abroad having involved in site survey, brickwork and construction activity himself. This made him adapt at setting up a crusher plant before embarking on a series of the road contracts.

He later joined NKP Salve Group to spearhead the construction activity there with Centre Point School in Nagpur and related projects. Mr. Singh is familiar with Komatsu equipment and has acquired them for fastening up various projects. “Komatsu quality to badiya hai — kaafi accha aur bahut mazboot product hai,” he said. He is extremely satisfied with the dealer support to maintain the machines on site.

Today, Mr. Prabhat Singh is working closely with his son-in-law Mr. Vikas Singh and introducing him to the various aspects of the trade. Vikas is a commerce graduate from Nagpur University and married to Prajakta, one of the three daughters of Mr. Prabhat Singh. Vikas owns and operates 20 Ton tippers along with three nos. Komatsu PC210 machines. He has taken up a new project for border fencing to be executed along the Indo-Tibetan Border in Sikkim. This project is spread over 4 years with 30 lakh Cu.M. output. For this, the Singh’s have roped in a local firm AJ Enterprises to establish the boot camp and start operations there. Mr. Vikas Singh is upbeat and expects this project to help them get a firm footing for securing more jobs in the North East.

For the first time, Komatsu WD420 Wheel Dozers shall be deployed in India for overburden removal contract. This is against the order for 6 nos. Komatsu WD420-3 Wheel Dozers received by L&T from BGR Mining & Infrastructure Pvt. Ltd. BGR shall deploy the machines in OB removal projects at GMDC- Umarsar Lignite Project in Gujarat and CCL-Amrapali Project in Jharkhand. The machines have since reached the customer sites and shall be commissioned shortly by L&T’s Product Support team.

L&T had earlier supplied 7 nos. Komatsu WD420 machines to Jaiprakash Associates and commissioned successfully for its hydro-electrical projects taken up in Bhutan. L&T has also supplied earlier the larger-size WD600 Wheel Dozers for NMDC-Donimalai, NALCO, EMTA, HZL and Reliance.

Komatsu WD420-3 is an advanced version with several key features. The machine is fitted with 224 HP engine, 3.1 CuM blade and has operating weight of 20,000 Kg. The machine is highly reliable and the components have long years of service life. Other features include - adjustment-free wet disc brakes for steady braking, electronic display and monitoring system for minimized maintenance, tiltable steering wheel and fully adjustable suspension seat and fuel-efficient powerful turbocharged engine for high productivity.

L&T bags order for WD420 Wheel Dozers
Moments of Joy

Symbolic key of Komatsu PC71 being handed over to Mr. D.K. Sahoo at Keonjhar, Orissa by Mr. R.L. Thacker and Mr. Vikash Thacker, Directors, N.K. Bhojani (P) Ltd.

Mr. Jairam Singh Yadav of Yadukul Granites (centre) seen with Mr. A.K. Shrivastav, CEB-Lucknow at Komatsu PC300 handing over event in Lalitpur, Jhansi.

Mr. Amitabh Marwah, Territory Manager, CEB-Nagpur handing over the symbolic key of Komatsu PC210 machine to Mr. Neelu Choudhary at Kevalari site, Seoni (MP).

Mr. M. Sambasiva Rao of Vibhas Minerals and Constructions receiving the machine from CEB-Vizag team.

Mr. N.S. Deshmukh receiving the PC130 machine manual from Mr. Chandrashekhar, Sales Engineer, Anugraha Construction Equipment, in Mudebighal, Bijapur.

Symbolic key of Komatsu PC71 machine being handed over to Mr. Saroj Bhuyian by Mr. Shyamsundar Laha, Sales Engineer, NK Bhojani (P) Ltd in Sundergarh, Orissa.

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At the commissioning of the first L&T 9020 Wheel Loader in Nepal, Mr. Joyjeet Bhattacharya, Area Dealer Development Manager, CEB-Kolkata seen with the customer staff at Shivam Cement -Hetauda Project.

Mr. Prateek Churasia receiving the symbolic key of Komatsu PC210 machine from Mr. Krishanu Bhowmick and Mr. R.S.Chaki, CEB-Guwahati in L&T stall at ConMac 2015. Also seen is Mr. Shibu Ponnan, CEB-PRO.

Mr. K.A. Sravan Kumar, Head, CEB-Parts alongwith Mr. D.V.Singh, Zonal Manager, CEB-North handing over the symbolic key of Komatsu PC450 to Mr. Babulal Bansal and Mr. Nitin Bansal of National Transport Company in the presence of Mr. R.C.Niat, Mines Head and Mr. Manmohan Singh, GM, Lakshmi Cement at Banas.

Mr. Chetan Manek, Director, Indian Roadlines receiving the key of L&T 9020 from Mr. B. S. Devekar, CEB-Rajkot and Mr. A.S.L.Xavier, CEB-Pune in Jamnagar.

Mr. B.V.J.K.Swamy Naidu, CEB-Visakhapatnam handing over L&T 9020 Wheel Loader to representatives of Sri Hanuman Agencies at the customer site.

Mr. Sonne Gowda of Prashanth Road Infra Projects receiving the symbolic key of Komatsu PC210 machine from Mr. R.Ramani, Zonal Manager, CEB-S2, Mr. Venkatesh Murthy, Territory Manager and Mr. R.Socrates, Sales Manager.