Excon 2015
Excellent Showcase of L&T Construction Equipment

Mr. V. Prabhakar Reddy, MD, VPR Mining Infrastructure P Ltd., inaugurating the new L&T 9020SX Wheel Loader in the presence of senior management of L&T and Komatsu.
Building a Strong India for Seven Decades

Seventy years ago, Larsen & Toubro made an entry into the Construction & Mining Equipment Industry in India. Its manufacturing facilities in Powai were under consolidation and the company was looking out to expand into other activities as well. India was a fledgling economy with an ambitious line-up of infrastructure development activities involving construction of major dams, steel plants and arterial roads. To fast track these works, there was a need to induct equipment that would build quality and shorten project completion time. It was in this context that L&T took up the distribution of Caterpillar products viz., Dozers, Scrapers, Traxcavators, Motor Graders and Pipelayers for the Indian market, which grew in popularity. To support these machines for after-sales and repairs as well as to provide operator training, L&T set up Service Stations across the country.

In 1973, L&T’s strategic move transformed the face of Indian Construction Equipment Industry. L&T signed up with Pociain SA, France and introduced its cutting-edge excavator technology to the Indian market. This collaboration with Pociain saw L&T setting up a modern manufacturing plant in Bangalore, and sowed the seeds for L&T-Pociain’s long and productive partnership that made Pociain grow and stabilize into a big brand in the excavator market.

L&T-Pociain saw the launch of models 90CK and 95P followed by 300CK and 170CK with substantial localization in technology over the years. With rise in construction activity and urban growth, the company launched a new model 72CK which became a market leader in small size excavators. L&T initiated a phased indigenization plan for the hydraulic components and put up its own hi-tech plant.

By the nineties, the core sectors of the Indian economy had witnessed rapid strides with Hydraulic Excavators and other earthmoving equipment being deployed extensively. Special attachments like Rock Breaker, Log Grappler and others were tried out for the first time successfully. L&T strengthened its product support activity by expanding workshops in strategic places and building a dealership network that became an extended arm of the company.

L&T tied up with Case for a new series of road making machinery such as Vibratory Compactors and Loader Backhoes and set up Pithampur plant in Madhya Pradesh. L&T was also associated with Albaret, France for the development of Vibratory Compactors and with Terex, USA for assembling Dump Trucks. Besides, L&T worked with Detroit Diesel for manufacture and assembly of industrial gensets and John Deere for agricultural implements.

With the Construction Equipment market showing signs of maturity, L&T could foresee a huge opportunity for future and struck a strategic alliance with Komatsu-Japan, one of the world’s largest manufacturers of Construction and Mining Equipment, for establishing a joint venture L&T-Komatsu Limited and to usher in a new line of hi-tech products from the Japanese partner, known for its highly reliable and durable machines.

For the first time, the Indian market witnessed the launch of ergonomically-designed and premium-category machines viz., the L&T-Komatsu PC71, PC130, PC210, PC300 and PC450 models to serve the requirements of different classes of customers. With well-engineered buckets, sturdy undercarriage, advanced hydraulics and eco-friendly engines, the Komatsu range of machines performed exceedingly well across various user segments and soon became the unanimous choice of customers. L&T introduced the tunnel and quarry options on PC71 and PC130 models to handle specific requirements and to work efficiently in inhospitable conditions.

These machines were manufactured by L&T-Komatsu Limited for over a decade with the L&T-Komatsu PC200 model creating an all-time record by being the largest selling model in India in the 20-ton class and crossing the milestone of 13,000 units.

Later, with the restructuring of the JV, the manufacturing of Hydraulic Excavators was taken up independently by Komatsu India while L&T started manufacturing of complementary equipment such as Vibratory Compactors/Wheel Loaders at L&T Construction Equipment Limited (LTCEL), the fully owned subsidiary of L&T, besides taking up contract manufacturing for KIPL.

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Excon 2015 - L&T showcases product innovation

With the Central Government stepping up efforts to ease bottlenecks, and pushing for reforms, Excon 2015 provided an ideal platform for the Construction Equipment industry participants from across the county to showcase their new products and technologies.

Excon 2015, South Asia's largest fair dedicated to Construction Equipment, is organized every alternate year in Bangalore by Confederation of Indian Industry. The exhibition was inaugurated by Mr. Nitin Gadkari, Minister of Road Transport, Highways & Shipping, Govt of India, who reiterated his government's continued support to the industry to bring in fresh reforms. There were 800 plus exhibitors at Excon 2015 in both indoor and outdoor areas with focus pavilions from Germany, Italy, China, South Korea and United Kingdom.

L&T Construction & Mining Machinery, celebrating its 70th year association with the industry, joined hands with its partners, Komatsu, Scania and L&T Construction Equipment Limited, to put up a large pavilion in the prime outdoor area- OD 78 & 79 occupying nearly 2050 SqM. The pavilion had exceptional brand visibility, a fully constructed 2-tier stall, with a mezzanine floor and 10 meeting rooms. There were 18 machines on live display besides rebuilt engines and other components. A separate enclosure showcased the importance of Genuine Parts and a table-top demo of bubble-tester & filtration process.

Mr. S.R. Subramanian, EVP and Head-Machinery Group led L&T's participation in the exhibition along with Mr. Arvind K. Garg, Vice-President-CMB; Mr. Arun Pai, GM-Product Support and Mr. Hemant Mathur, G M - C E B and participated in key handing over events. Mr. Kiyoshi Mizuhara, Managing Director, Komatsu India Pvt. Ltd.
and Mr. Anders Grundstromer, Managing Director, Scania CV India Pvt. Ltd. showed enthusiastic participation in the event with their teams.

Mr. R. Shankar Raman, Chief Financial Officer and Whole-time Director, L&T visited the L&T stall and took keen interest in the product display. He appreciated the collective efforts of PDC, LTCEL and CMB in launching indigenous products as part of the ‘Make in India’ initiative. Industry veterans Mr. J.P. Nayak, Mr. S. Raghavan and Mr. S.K. Mittra, who were associated with L&T - CMB for many years, graced the event and unveiled L&T’s new series of indigenous machines amidst great fanfare.

The indigenously developed products unveiled included – L&T 1190 Soil Compactor, L&T 990HF Tandem Compactor, L&T 491 Mini Compactor and L&T 9020SX Wheel Loader. These products designed by Product Development Centre-Coimbatore and manufactured by L&T Construction Equipment Limited in Bangalore created tremendous interest amongst the customers who visited the pavilion in large numbers. L&T was a pioneer in the manufacture of Compactors in the eighties and its re-entry into this field signifies the company’s increased interests in Road Construction Machinery. L&T Crusher Bucket, an innovative concept in the Indian market with its distinct applications, created an interest amongst customers.

L&T displayed Komatsu’s range of Hydraulic Excavators PC71/PC130/PC210/PC300/PC450, and their variants – that showed the best-in-class technology in global Construction Equipment Industry. Machine variants for Quarry/Tunnel/Granite applications, specially developed with reinforced structures, toughened undercarriage and improved safety features were also on display. Imported units of Komatsu D85 Dozer and GD555 Motor Grader were brought in for display. Coinciding with the equipment display, a series of Komatsu Rock Breakers was also unveiled.

The display of Scania P410/18.8 CuM Tipper Trucks in coal and rock body versions, manufactured at Scania’s advanced manufacturing facility in Narsapura, near Bangalore, attracted customers from the mid-mining segment.

A seminar on ‘Rebooting Infrastructure’ was organized by ICEMA (Indian Construction Equipment Manufacturers’ Association) which addressed several issues on infra gaps and industry participation.
(Clockwise from top left)

Managements of L&T and Scania in discussion at L&T Stall

Handing over of the symbolic key of Scania Tipper Truck to Mr. Jagjeet Singh Mann of Mann Engineering-Nagpur by Mr. Rahul Mehta, Head-CMTB, L&T and Mr. Girish Mudliapur, AGM-Sales, Scania.

Mr. Suresh Reddy of AMR Resources with L&T and Scania team

Mr. Anders Grundstrom, MD, Scania CV India Pvt. Ltd. stands proudly with the Scania Tipper display.
Mr. J.P. Nayak, former Member of the Board, L&T inaugurating the L&T 1190 Soil Compactor.

Mr. S. Raghavan, former Sr VP, L&T being greeted during the inauguration of L&T 990HF Tandem Compactor.

Mr. S.K. Mittra, former EVP, L&T inaugurating the L&T 491 Mini Compactor.

Mr. C.V. Alavardi, former VP, FDC, L&T inaugurating the indigenously developed Crusher Bucket.

A majestic view of new indigenous equipment unveiled by L&T during the exhibition.
Group photo of Mr. J. T. Patil, MLA of Bilgi, Mr Shirshail Nangar and their family members with Mr. K. Mizuhara, MD, KIPL and L&T team.

Mr. Sivasundara Vadivel of Amuga Earthmovers being greeted by Mr. K. Mizuhara, MD, KIPL in the presence of Mr. S.R. Subramanian, EVP, L&T

Mr Arvind K. Garg VP-CMB, L&T greeting Mr. Md. Younis and his family

L&T team handing over symbolic key of Komatsu PC130 to Mr. Basavarajgouda C Ganeka

Symbolic key of Komatsu PC300 being handed over to Mr. Khayum and his family by Mr. T. Saravanakannan, Sr. DGM-CEB, L&T

L&T team with Mr. Malikarjun and his family during the handing over of Komatsu PC130 in the presence of Mr. R. Ashok Kumar, Zonal Manager, CEB-52

Mr. D. Ramesh of Keystone Infra being felicitated by L&T management.

Mr. Ramesh Z Naik and Mr. Nagesh Lohar being felicitated by L&T team
Handing over of symbolic key of Komatsu PC71 to Mr. B.G. Nagur by Mr. M. Naganand, Sr DGM-CEB, L&T

Komatsu PC130 being handed over to Mr. K.C. Kamath by L&T team in the presence of Mr. Gerald Agnel, Area Manager, L&T-Bengaluru

Group photo of Mr. Satish and Mr. P. Prabhakar Reddy with senior management of L&T and Komatsu.

Symbolic key of L&T 990HF Compactor being handed over to Mr. S. C. Chickraddi in presence of Mr. S. S. Alur and Mr. R. B. Patil by Mr. Hemant Mathur, GM-CEB

Mr. Madhu Kumar, Mr. Snidhar and Mr. Ramaiah with L&T team

Group photo of Bijapur and Yadgir customers from Karnataka with L&T team

Mr. J. Bapuji – Sri Bapuji Construction and Mr Raghupathy – Sri Sai Construction with L&T and Komatsu team

Mr. S.S. Ganesh and his family members with L&T team
Mr. Masaaki Kamizono, Sr VP, Komatsu greeting Mr. Naba Das and Mr. Bhupen Das of NC Das & Co

Mr. K.R. Appavoo exchanging pleasantries with Mr. Arvind K. Garg in the stall.

Mr. Anand Agarwal of Essal Infra Pvt. Ltd with L&T team including Mr. Mukesh Tiwari, Zonal Manager, CEB-East

Mr. L. Veeraiah of Sree Balaji Stone Crusher receives the symbolic key from L&T management.

Mr. Arulraj from Madurai being greeted by Mr. Y. Kobayashi, GM, KIPL.

Mohd Aziz seen with CEB-Hyderabad team

Mr. Krishnamohan and Mr. K. Mahesh of KBC Infrastructure, Vijayawada in L&T stall.

Mr. Suresh and team from Venkatakrishna Metal Crusher with team from CEB-Vijayawada.
Mr. S.R. Subramanian, EVP, L&T handing over the symbolic key of DB5 Dozer to Mr. Harbhajan Singh Mann, Avtar Singh & Co, Nagpur

Mr. J M Mhatre, CMD, J M Mhatre Infra, Mumbai receiving symbolic key from Mr. Arvind K. Garg

Mr. Nasiruddin Lakhani & Mr. Salim Lakhani of Vishwas Earthmovers - Pune seen with L&T and Komatsu team.

Symbolic key of PC71 being handed over to Mr. P.M. Shibu, Wayanad by Komatsu and L&T team.

Mr. Jamal Mohammed of Aranikkal Granites and his associates with L&T team.

Mr. Mathew M Pathrose, Esskay Group, Kerala with L&T and Komatsu management.

Mr. Vijay Saw of Ranchi in discussion with L&T team

Mr. Yadav and Mr. Sanjeev of Rawindra Stone-Gwalior at L&T stall.
Mr. A.K. Sravan Kumar, Jt. GM, Parts, L&T briefing Mr. S.R. Subramanian, EVP, on parts display.

Mr. Nitin Bansal of National Transport Co, Sirohi in discussion with L&T's Service & Parts team.

Mr. Daljeet Singh Kalra of Singh Transport-Bilaspur with L&T team.

Mr. Rajesh Sahni, Swaraj Earthmovers- Nagpur with L&T team.

Symbolic key of PC210 being handed over to Mr. Shiv Kumar Agarwal and Mr. Saurabh Agarwal -LSC Infratech by L&T and Komatsu team.

Mr. Rameshwar Lal of M/s Banwar Lal, Jaipur inaugurating the PC300 machine.

Mr. Sanjay Shrivastava of UP State Bridge Corporation receiving the symbolic key of L&T 9020.

Mr. Mahendra Agarwal, Mr. Pankaj Agarwal and Mr. R.L. Kashyap of GR Infraprojects receiving the symbolic key of PC210 from Mr. Hemant Mathur. Mr. D.V. Singh, Zonal Manager, CEB-North is also seen.
Mr. Davinder Singh, Advisor, Komatsu India Pvt. Ltd. handing over the symbolic key of PC210 to Mr. Chakresh Jain, MD, PNC Infratech

Team from Fomentos-Goa with L&T and Komatsu team

Mr. and Mrs. Pratam Mhatre, Director, J M Mhatre Infrastructure Mumbai with L&T and Komatsu team.

Mr. S.P. Rajan, Head- P&M, Transportation IC, L&T with L&T team.

Mr. Dhaval Jaswani, Director, Shri Siddhikumar Infra, Mumbai with Mr. Arvind K. Garg and Mr. Hemant Mathur.

Mr. G. A. Pai (second left) of Afcons Infrastructure, Mumbai, with L&T and Komatsu team.

Mr. Naik, Director, Nanu Industries, Goa in L&T stall

Mr. Mukesh Dokania and Mr. Ashish Dokania, Directors, Balajee Infratech - Mumbai being greeted by Mr. Arvind K. Garg, Mr. Mohit Kondaskar, Zonal Manager, CEH-Pune, is also seen.
Rajashree Cement gets first 10 Cu.M. Wheel Loader

In a latest development, L&T has supplied WA800 Wheel Loader to Ultra Tech Cement’s Rajashree Cement at Gulbarga-Karnataka. This is the first 10 Cu.M. Wheel Loader in the Cement Sector in India and has proved to be a very efficient loading equipment. Recently, L&T Mining Equipment Business team met the senior officials of Rajashree Cement and thanked them for providing an opportunity to L&T and the continued association with UTCL. Over the years, L&T has supplied more than 90 units of Komatsu PC1250, HD465 and other machines to various UTCL plants. These machines have performed to the complete satisfaction of the customer.

UTCL is the largest manufacturer of grey cement in India, with manufacturing capacity of 66 MTPA. UTCL has 12 integrated plants, one clinker unit, 17 grinding units, 7 bulk terminals, one white cement plant, 2 putty plants and over 100 RMC plants – spanning India, UAE, Bahrain, Bangladesh and Sri Lanka. UTCL is India’s largest exporter of cement and clinker, reaching out to meet the demand in countries around the Indian Ocean, Africa, Europe and the Middle East.

Emami Cement inducts Komatsu machines

In a significant breakthrough, L&T had bagged orders from Emami Cement, part of the Emami Group, associated with personal care products, for 2 nos PC1250-8R Loading Shovels, 6 nos HD465-7F0 Dump Trucks, and one no. each of D155A-6R Dozer and PC450-7 Hydraulic Excavator. The entire fleet has been supplied and commissioned at site by L&T.

Being a new entrant in this sector, Emami was particular about the capability of after-sales support provider and had done a detailed process to zero on to Komatsu / L&T as its partners. Their team had visited a few FMC sites to get first-hand information about the capability of service providers. They had indepth interaction with global mining equipment suppliers, wherein, different equipment combinations were studied in detail. The evaluation process – spread over one year period – involved existing site visits, study of customer’s maintenance records and feedback from existing customers.

Incidentally, Emami Group is setting up its first cement plant of 3.3 MTPA at Baloda Bazar, approx. 110 km from Raipur. The plant is in advanced stages of construction and is expected to be commissioned in April 2016.
300th Mining Tipper handed over to VPR

Scania CV India Pvt. Ltd. organized a special event to mark the handing over of 300th Mining Tipper to VPR Mining Infra at its Narsapur Plant in Karnataka. Mr. Anders Grundstrom, Managing Director, Scania along with Mr. S.R. Subramanian, EVP, Machinery Group, L&T and Mr. Arvind K. Garg, VP-CMB, L&T participated in the event. The symbolic key of the 300th Tipper was handed over to Mr. V. Prabhakar Reddy, Managing Director, VPR Mining Infrastructure Pvt. Ltd., on the occasion.

VPR Mining was the first customer to introduce Scania’s cutting-edge technology in the Indian market with an initial batch of 40 Tipper Trucks for mining transportation in 2007. These 18.8 CuM Tippers have since become popular in the mid-mining segment across the country and with VPR becoming the single-largest fleet owner of Scania Tippers today.

In his address, Mr. Prabhakara Reddy expressed his deep satisfaction with the Scania Tipper’s exceptional field performance and his close association with L&T spanning 3 decades. VPR Mining has placed repeat orders on Scania machines thanks to its robust and reliable performance at various sites.

Building a strong India for seven decades

L&T continued its role efficiently as Komatsu’s distributor of both Construction Equipment and Mining Machines, which included supply of large-size models of Dump Trucks, Crawler Dozers, Wheel Loaders, Motor Graders as well as Hydraulic Excavators for opencast mining both in public sector and for private contractors in the country. These machines, imported from Komatsu plants world-wide, have set high standards of productivity in India. Komatsu’s own state-of-the-art plant in Oragadam-Chennai manufactures select models of Dump Trucks and Hydraulic Excavators. Over 1650 mining machines have been deployed by L&T so far in Iron Ore, Coal, Limestone and other minerals.

L&T’s track record in Mining Equipment Business includes supply of the mammoth 830E/240 Ton Dump Trucks to Hindustan Zinc Limited ushering in mega mining operations; environment-friendly D47SA Dozers fitted with rippers for Coal India Limited; the most popular shovels in 200-ton class PC2000 Hydraulic Excavators giving users unmatched value; high-productive WA900 Wheel Loaders that have transformed the face of iron ore industry, and the successful deployment of G825 Motor Graders in haul road maintenance in the mines.

In the Construction Equipment Business, LTCEL’s ambitious launch of a new series of indigenous models in Wheel Loaders and Vibratory Compactors heralded the ‘Make in India’ initiative. It is continuing with L&T 300 Hydraulic Excavator, which is an improved version of the original 300CK machine. This machine is highly popular in the Coal segment and the most sought-after machine in the 60 ton class. LTCEL is setting up a new manufacturing facility at Doddaballapur, near Bangalore. Its Hydraulics Works has already moved to the new location and is fully operational.

Another significant development relates to L&T’s strategic alliance with Scania-Sweden in 2007 which brought into India the multi-axle Tipper Trucks for mining transportation. With its robust performance and superb economy, these 18.8 CuM Tippers have built an unassailable reputation and have become a game-changer in the mid-mining segment across the country. Scania has since set up an exclusive manufacturing facility for Tipper Trucks in Narsapur, near Bangalore.

With substantial investments made in establishing Service Centres with modern tools and specialized workshops, L&T has been effectively handing onsite assembly and critical repairs of large size equipment. L&T has been working closely with various customers providing value added services at their sites while maintaining high uptime of machines.

Says Mr. Arvind K. Garg, Vice-President and Head of Construction & Mining Machinery Business, Larsen & Toubro, “At L&T, we feel proud to celebrate our 70 years of illustrious service to the Construction & Mining Industry in India. Over the years, we have launched several products which have enabled us in building a strong and self-reliant India. We shall take this commitment forward and keep the customer delighted with superior technology products that are more productive, cost-effective, safe and ecofriendly. We shall also step up efforts to drive indigenization as part of the ‘Make in India’ campaign.”

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New series of Vibratory Compactors launched

The know-how of compaction technology is not new to L&T. In fact, L&T had pioneered the introduction of Vibratory Compactors in 1979 through a technology alliance with M/s. Albaret, France. This enabled L&T to develop and launch Compactors in the Indian market. In 1989, L&T had launched the L&T 1102 Soil Compactor harnessing indigenous technology. Over the years, L&T went on to become a major player in the manufacture and supply of Vibratory Compactors creating a huge brand that had excellent quality and reliability credentials. The joint venture company, L&T-Case was taken over by CNH Industrial, a few years ago. Subsequently this year, L&T decided to re-enter the familiar Compactor market.

Inhouse activity was stepped up at the state-of-the-art Product Development Centre in Coimbatore incorporating the best in design and technology and adaptable to local conditions. Decades of experience and product expertise in compaction technology enabled L&T to design a better product. The prototype compactor underwent a series of trials, and all updates were incorporated in the pilot batch of machines.

The machines were sent to the field and the feedback received from customers was very encouraging. It was extensively tried and tested in various applications at airport expansion, road construction and industrial use. The product proved its reliability though extensive trials conducted at the upcoming Kannur International Airport, Kerala, through a tough duty cycle to validate the product. The components which go to build the machine ensure highest reliability while keeping the costs low of the final product.

The Soil Compactor is offered in three versions - the Standard L&T 1190, Drum Drive L&T 1190D and L&T 1190 PD, Padfoot version. Over 30 machines have been supplied to customers.

L&T 990HF Tandem Compactor

L&T 990HF is a 10 Tonne Tandem Compactor, with equal weight distribution between the front and the rear drums. The machine has a high frequency setting of 60 Hz which helps in achieving better compaction in bituminous surfaces. Powered by a Ashok Leyland four-cylinder water cooled diesel engine, it generates 76HP@2200 rpm. All the service points / refill points on this machine can be accessed from the ground level, which makes it a maintenance-friendly machine.

The operator console is rotatable, which improves visibility to the drum edges. The machine has a suspended frame design which improves the kerb clearance. The water sprinkling mechanism has a wide angle water spray nozzle for lowering the usage of water. The drum width of the machine is 1.73 metre, the widest in its class of machines available in the industry. This enables the machine to cover a higher area during compaction, reducing the time required to complete the compaction. The machine can be deployed for compaction of Wet Mix Macadam and Dry Lean Concrete as well. The exhaust of the machine is at the ground level.

L&T 1190 Soil Compactor

L&T 1190 Soil Compactor is a 11.3 Tonne machine, powered by Ashok Leyland, four-cylinder water-cooled diesel engine generating 101HP@2200 rpm. The machine generates a maximum applied force of 37.7 Tonnes and has a front axle load of 6475 kg. The high drum thickness of 32 mm ensures better compaction due to the higher drum weight. The machine has been designed to ensure all the service points / refill points on this machine can be accessed from the ground level itself. The operator seat is 90 degree rotatable. The machine has an excellent all around 1 mm visibility. The machine is capable of achieving 40 percent gradeability. The machine is offered in Drum Drive and Pad Foot versions. The exhaust of the machine is at the ground level preventing the gas from blowing on to the operator’s face.

L&T 491 Mini Compactor

L&T 491 Mini Tandem Compactor is powered by 46 HP water-cooled Mahindra engine and is suited for shoulder compaction. The machine has a 1.2 metre wide drum which makes the machine an ideal choice for compaction in confined area. The operating weight of 3.65 Tonnes makes it the heaviest compactor in its class today. The machine is fuel efficient and has high compaction forces. Operator comfort has been given priority with unhindered view and all the service points are accessible from the ground level.

These Compactors have been taken up for manufacturing by L&T Construction Equipment Limited.