

L&T



Earthmover NEWS

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Technology for Tomorrow

- Seventy-five years hence, as the country stands at a crossroads, L&T Construction & Mining Machinery (CMB) focuses on next-generation sustainable technologies



Seventy-five years ago, the visionary leaders of L&T recognised India's potential to emerge as a superpower. That, they knew, could be achieved by accelerated growth in infrastructure – roads, railways, bridges and buildings. L&T's journey of partnering with India in nation-building thus started with introducing mechanisation technologies when manual labour in construction was the norm. They morphed the country's growth story.

Seventy-five years hence, as the country stands at a crossroads, L&T Construction & Mining Machinery Business (CMB) is focusing on sustainable next-generation technologies. Led by its Product Development Centre (PDC), CMB is into projects that involve artificial intelligence (AI), machine learning (ML), robotics and e-vehicles. Remotely operated mobile units, autonomous haulage vehicles, and customised attachments for specific industrial applications are areas PDC is working on.

PDC is venturing into tomorrow on a foundation concretised by its futuristic approach. It has resulted in the ideation, design & development of products that conserve energy, harness green power and achieve high levels of digitalisation. Moreover, with a large pool of the best minds

in India, PDC ensures vastly improved adherence to safety norms & regulations and sophistication & ergonomics in products.

Over the years, Hydraulics, metallurgy, welding and electrical engineering technologies have undergone sea changes. L&T adapted the best of these technologies to provide cost-effective Construction Equipment that ensure higher productivity at lower operating costs. PDC has also focused on machine telematics. L&T DigiEye, which helps track machine parameters and location, is a step in this direction.

Among many firsts to the credit of CMB is the indigenously designed Axles and Transmissions for Girder Transporters and the Straddle Carriers as part of the High-Speed Rail Corridor Project. These mammoth machines, capable of transporting beams weighing over

1000 tons, are for the first time being manufactured in India.

Today, as we are adapting to a new way of living, markedly changed by a global pandemic, L&T CMB has intensified its focus across environmental, social and governance parameters. As a result, synchronised efforts to reduce

CMB is working on AI & ML, robotics and e-vehicles, remotely operated mobile units, autonomous haulage vehicles, and customised attachments

carbon footprints and enhance resource efficiency while strengthening the green portfolio are at top gear.

L&T CMB has intensified its focus on Environment, Health and Safety (EHS) parameters and engaged with stakeholders more holistically in reducing resource consumption for better environmental management.

For L&T, concerted efforts in sustainability, including mitigating climate change, are yielding results, and the company will continue to demonstrate leadership in this field. Afforestation and biodiversity are other fields where L&T continues to perform well. L&T has planted over 2.3 million trees during the last two years. Today some 150,000 fully grown trees add to the green at various campuses. Focus on water, waste, supply chain, material recycling, and enhancing green portfolio have also added to the sustainability quotient.

L&T has always prided itself on its strong value system, which has become its hallmark among stakeholders. Core values pivot around the principles and ideals based on independence, transparency, accountability, responsibility, compliance, ethics and trust. In recognition of the efforts, L&T received the 'Grant Thornton Bharat SABERA' award for Best Integrated Reporting in FY20.

People occupy a prime position in the organisation's hierarchy of stakeholders. Therefore, continuous attention is given to developing talent and retention. In addition, a sharp focus on employee engagement has resulted in a

continuous training and empowerment culture, adding value to employees and the organisation alike.

There's a new world out there, and people are adjusting to a mix of offline and online systems. It is faster, more accurate

A large pool of experts at L&T ensures vastly improved adherence to safety norms and regulations as well as product sophistication & ergonomics

and safer. Businesses were migrating to this space before Covid-19, and the pandemic has hastened the pace. The IT and digital portfolios operate at the convergence of the physical and digital worlds. Many digital solutions are either in production or deployed at hundreds of project sites. Customers and Team L&T CMB are connected to and have real-time visibility into several thousands of construction and mining machines at project sites across the country.

L&T is also working on geospatial technologies and tools such as drones, Light Detection And Ranging (LiDAR), 3D scanning and photogrammetry for quicker and more accurate collation of geographic information.

In addition, mobile apps have digitalised processes improving safety, quality and cost-effectiveness. ■

L&T CMB on the Road to development

L&T has always been at the forefront of product technology. For example, L&T Construction & Mining Machinery pioneered the concept of Hydraulic Excavators in 1975 through a technology tie-up with Poclain SA-France. Subsequently, L&T popularised excavator technology in India, drastically improving mechanisation in mining and construction.

L&T-Komatsu Limited, the joint venture with Komatsu, Japan, marked a significant milestone in the Indian Construction Industry by introducing world-class Komatsu excavators, dozers, dumpers, loaders, and motor graders.

L&T pioneered the concept of Vibratory Compactors in India with technology from Albaret SA-France in 1989, and introduced the CASE-VIBROMAX range of Compactors.

Tandem Compactors used for compacting bitumen were required to vibrate at high frequencies of over 50 Hz. The technology used for the machine has helped improve the overall machine reliability. This learning has helped L&T leverage know-how in road construction.



Platinum Commemorative Stamp

Special Cover and Stamp Release mark the Platinum Jubilee of L&T Construction & Mining Machinery



Ms Sharada Sampath, Chief-Postmaster-General of Karnataka Circle, handing over My Stamp to Mr S N Subrahmanyam, CEO & MD, Larsen & Toubro, in the presence of Mr Arvind K. Garg, Executive Vice-President & Head, Construction & Mining Machinery, L&T and Mr L K Dash, Postmaster-General, Bangalore HQ.

The launch of Corporate My Stamp by India Post on 15th December 2021, marking the 75th anniversary of L&T Construction & Mining Machinery, was a red-letter day for L&T-ites.

The stamp, featuring various models of earthmoving equipment introduced by L&T over the last seven decades in India, was launched by Ms Sharada Sampath, Chief-Postmaster-General of Karnataka Circle, at an event in Bangalore. Mr S N Subrahmanyam, CEO & MD, Larsen & Toubro, received the stamp from Ms Sampath in the presence of Mr Arvind K Garg, Executive Vice-President, Construction & Mining Machinery, L&T and Mr L K Dash, Postmaster-General, Bangalore HQ.

Addressing the gathering, Mr Subrahmanyam said, "L&T has a legacy of pioneering critical equipment required for nation-building and is at the forefront of continuous enhancement of engineering design and manufacturing capabilities. We are delighted that our Construction & Mining Machinery Business has been fulfilling the needs of the Mining and Construction

sectors with high-quality equipment and excellent service for the last 75 years."

He said that the Hydraulic Excavator technology introduced by L&T's Construction & Mining Machinery Business has contributed significantly to India's infrastructure growth.

As an engineering conglomerate, L&T has been instrumental in accelerating the nation's growth by partnering with the country in bringing cutting-edge technologies from across the world into India.

The business has supplied over 60,000 units of various equipment in India during its 75 years of association with the Construction and Mining

Industry. These machines have been used to create benchmarks in exceptional designs and have contributed significantly to India's infrastructure growth.

In her address, Ms Sampath appreciated L&T's effort as a

"L&T has a legacy of pioneering critical equipment required for nation-building and is at the forefront of continuous enhancement of engineering design and manufacturing capabilities"

***Mr. S N Subrahmanyam,
CEO & MD, L&T***

frontline engineering organisation committed to building India through involvement in critical projects. She congratulated L&T's senior management for their success and extended her best wishes for future initiatives.

"The L&T stamp would hold historical value for posterity," she remarked.

Mr Arvind K Garg said, "As L&T-ites, we are honoured to have this commemorative stamp issued on our 75th anniversary and are thankful to the Department of Posts, Govt of India for this acknowledgement."

Adding, he said, "L&T has been leading the way to fulfil the mission of 'Atmanirbhar Bharat' with manufacture and supply of road machinery including Vibratory Compactors

and Wheel Loaders deployed for roads and highways development. We reaffirm our commitment to develop and launch cost-effective technologies for Indian customers."

L&T has utilised its deep knowledge and experience gained since 1945 and developed its own 'Make in India' road machinery, including Vibratory Compactors and Wheel Loaders. These indigenously designed and manufactured machines are now aiding road construction and highway development. It enables L&T to fulfil the national mission of 'Aatmanirbhar Bharat'.

The event was graced by Mr Yasunori Fujii, MD, Komatsu India Private Limited Mr. Vivek Hajela, VP-CEB, L&T, a team of senior executives from the company and dealers from across the country. ■

Home Safe Every Day!

- CMB is taking the commitment of a 'Zero Harm' company further by implementing rigorous safety procedures, improving workplace safety standards, and harnessing new-age technologies for SMART applications

The machines we supply and support that build the nation are heavy equipment, often deployed for challenging projects in incredibly rugged environments requiring perfect sync between man and machine for operational safety.

Recognising the need for a stronger focus on safety given the risks involved in handling heavy earthmoving machinery (HEMMs), a Safety Committee – SAFAL (Safe and Accident-Free Always) - has been formed to achieve L&T's larger goal of 'Mission Zero Harm' in operations.

At L&T Construction & Mining Machinery (CMB), we ensure personnel at customer project sites, workshops, and service centres return home safe to their families every day because 'Safety First' is the ingrained philosophy L&T-wide.

And now, we are taking this commitment of a 'Zero Harm' company further by implementing rigorous safety procedures and training programs, constantly monitoring and improving workplace safety standards, and harnessing new-age technologies for SMART applications.

Digitalisation is one critical component of Operational Safety. We have launched an



The Safety culture, which initially started at our Service Centres, Warehouses, Depots and Dealerships, has now been extended to Customer Sites

enhanced SAFAL portal, installed CCTVs at all Service Centres, set up Simulation Training facilities, and installed Vehicle Health Management Systems (VHMS). In addition, we ensure a free flow of critical safety-related information through dedicated WhatsApp groups.

In short, L&T is doing everything possible to prevent accidents and injuries at project sites and workshops.

With a continuous thrust of the SAFAL Committee, the Safety culture, which initially started at our Service Centres, Warehouses, Depots and Dealerships, has now been extended to Customer Sites deploying machines and men. We make it a point to religiously follow all safety precautions during transportation and equipment commissioning to ensure 'Customer Safety'.

Besides educating customers' staff and operators on safe operating procedures through toolbox talks and training programmes, we regularly conduct safety audits at job sites.

Komatsu, our principal, also supports us with safety tips & tools, technical solutions, assistance in accident investigation & analysis, technical solutions and training material, thus strengthening the sensitisation process.

Pro-active Safety measures followed at our Service Centres and Customer Sites include capturing Near-Miss incidents, addressing gaps and carrying out Safety Related Deficiency (SRD) Audits periodically to implement counter-measures and reduce risks.

During 2021-22, CMB captured 68 near-miss incidents and conducted 72 SRD audits, following which we discovered and addressed 362 hazardous issues.

A dedicated team of 12 Safety Officers have begun overseeing various activities at our Service Centres and Customer Sites, duly coordinated by the Central Environment Health & Safety (EHS) Committee and the SAFAL Committee.

Enhancing EHS awareness and educating team members on CMB's Safety parameters are achieved through sustained Safety Training on a pan-India basis. CMB conducted over 600 training programs on various EHS topics, benefiting 6,755 participants during the year.

Since many of our staff stationed at customer sites deal with HEMM, we have clubbed a detailed Standard Operating Procedure (SOP) with the norms laid down by the Director General of Mines Safety (DGMS). Strict

implementation of SOPs has enabled sites to be accident-free. We regularly upgrade the SOPs for machine operators and fitness of HEMM such as Excavators, Dumpers, Loaders, Graders, Dozers, and Tipplers. In addition, four-wheelers used to ferry the workforce inside the mines are checked for shortcomings.

Rigorous safety practices have attracted numerous accolades from our esteemed customers for the excellent Safety practices at various job sites every year. In addition, major fleet owners of Komatsu machines, such as Tata Steel and Hindustan Zinc, with whom we have Full Maintenance Contract (FMC) or Annual Maintenance Contract (AMC) arrangements, give utmost importance to safety in their job sites.

Tata Steel has been appreciating the safety practices followed by vendors and recognised the Safety initiatives by

giving away the 'Suraksha Mitra' award based on their Safety Audit. It is a matter of pride that the PSD-East Team at CMB has won 38 Suraksha Mitra awards in the last four years. In addition, the PSD-North team has received 5-S Housekeeping Awards and the Best Safety Performance Awards instituted by Hindustan

Zinc. CMB's PSD team has also won Safety performance awards from Lafarge Cement and Ambuja Cement. ■

During 2021-22, CMB captured 68 near-miss incidents and conducted 72 SRD audits, following which we discovered and addressed 362 hazardous issues

Mr. Bijoy Kumar Ghatak



Mr. Rajan Paul



Ms. Pinki Singh



Mr. Shakti Kumar Mahto

Mr Amit Raj, Sr Manager Tata Steel Ltd., giving SURAKSHA MITRA award

Dealership Deals

■ *Our dealer family has travelled with us for over 20 years and continues with us in our journey to provide top-class after-sales support to our valuable customers*

It was designed to be a win-win for L&T and its loyal Dealers for well over the last two decades. That's precisely why Dealers are often referred to as the extended marketing arm!

L&T signed an agreement with the Japanese major, Komatsu, to start the joint venture to manufacture and market its range of Construction Equipment in 1997. Soon, its Construction Equipment business witnessed rapid growth, necessitating speedy after-sales support as L&T aspired to set new standards in customer service. In 1998, the seeds of a long-term relationship were planted with L&T deciding to onboard Dealers across India.

"Today, when loyalty changes at the drop of a hat, these partnerships speak volumes about mutual trust and empathy," says Mr N S. Sekhar, Director, Mithra Earthmovers, Hyderabad. He is one of the earliest Dealers who now covers the states of Telangana and Andhra Pradesh and has launched many initiatives to drive growth.

Between 1998 and 1999, L&T appointed seven Dealers to provide after-sales and parts support for the retail segment across the country. In the next decade, L&T added 19 new dealers to the family. Today, the number has swelled to 30, strategically spread pan-India from the distant desert land of Rajasthan and the rugged terrains of the North East to the temple town of Madurai in the South. They handle close to 25,000 active machines through 130 outlets employing 800 people across India. As Mr Sekhar puts it, "The association has only strengthened over time. An excellent understanding between L&T and our dealership has led to a healthy relationship keeping customers' interests at heart."

With the Construction Equipment business growing, L&T saw value in creating a symbiotic environment where dealers would grow with the company. In fact, following a spurt in demand for 7-ton excavators, L&T decided to offer Dealers the opportunity of growing with the company. Subsequently, L&T brought PC71 HEX (Hydraulic Excavators) under the scope of dealers in 2002. Later, PC130 HEX was added to garner market share in the 13-ton category.



While L&T values this symbiotic relationship, Dealers also feel privileged to join India's growth story. Mr Rahul Dixit, Director, Dicksons Engineering, Nagpur, says: "It is a great privilege to be a Dealer Partner of L&T, which has a rich corporate culture and superior values. The bond has only grown stronger, resulting in customer satisfaction and loyalty."

Mr Sekhar of Mithra Earthmovers says, "There is always a healthy work environment between the teams. Our suggestions for enhanced customer satisfaction are always valued and appreciated by L&T. Similarly, their suggestions make us walk the extra mile without any hesitation. It is like a family working together to safeguard customers' interests who have trusted us by investing their life's savings."

The association has only strengthened over time. An excellent understanding between L&T and our dealership has led to a healthy relationship keeping customers' interests at heart

The next stage in expansion was embarked on as L&T Construction Equipment Limited, the wholly-owned subsidiary of L&T, rolled out Road Machinery Equipment in 2014. In addition, as part of L&T CMB's philosophy of growing with its Dealers, the Vibratory Compactors were also brought under their fold. In 2017, L&T also extended after-sales support to the dealership community.

The same year, with L&T-CMB entering into an agreement with Sandvik for Rock Breakers and Demolition Tools used in Construction and Mining, Dealers were offered the opportunity to take up its sales and support. And L&T's Genuine/Co-Branded Lubricants for various models were

soon added to their portfolio.

"L&T's undying support will always be one of the key ingredients for the continuous success of this business," says Mr Vijayendra Bhat, Director, Anugraha Construction Equipment Services, Bangalore, who developed the business in the Karnataka territory with multiple outlets. His dealership recently completed 20 years of solid association with L&T, for which he received a special memento in recognition of this bond. Other Dealers who completed 20 years were also recognised with the long-association memento by the L&T management.

L&T's Product Support Department (PSD) undertakes major component repairs and machine overhauls through Service Centres in each zone. At the same time, Dealers are responsible for business promotion and support for repairs of Construction Equipment.

Over time, Dealers have gained expertise and are equipped with the infrastructure required to undertake activities that support PSD's repair business. L&T CMB has authorised a few dealers to set up facilities to repair structural and select components. In addition, L&T has allowed some Dealers to repair engines and undertake overhauls on the 13-Ton and 20-Ton Hydraulic Excavators - PC130 and PC210, helping growth. It has resulted in faster turnaround time for repairs and improved machine availability.

Says Mr Ramesh Shroff, Director, SRL Earthmoving Solution, Kolkata, "L&T team has been excellent in handholding and mentoring us with the essentials of business and engineering."

As L&T CMB entrusted Dealers with developing stronger customer relationships, it became necessary to evaluate their performance and incentivise them. Therefore, a unique initiative called Dealer Excellence Programme (DEP) was launched in 2006-07, covering various business and process objectives. Dealers are evaluated, rewarded and incentivised based on scores obtained in DEP reports. Star Awards and Performance Trophies were awarded annually in various categories, from contribution to parts sales and product growth to repair business and maintenance activities.

Mr Akhileshwar Bhat of Anugraha says, "Incentives are a great way of motivating our employees. We always

have the support we need for parts and service."

Skilled manpower is the key to success in every service industry, and L&T CMB conducts initiation training programmes through its Central Training Centre at Kanchipuram for the Dealer teams frequently. These cover Operators, Technicians and the Maintenance crew. In addition, Dealer engineers receive training on product appreciation and soft skilling.

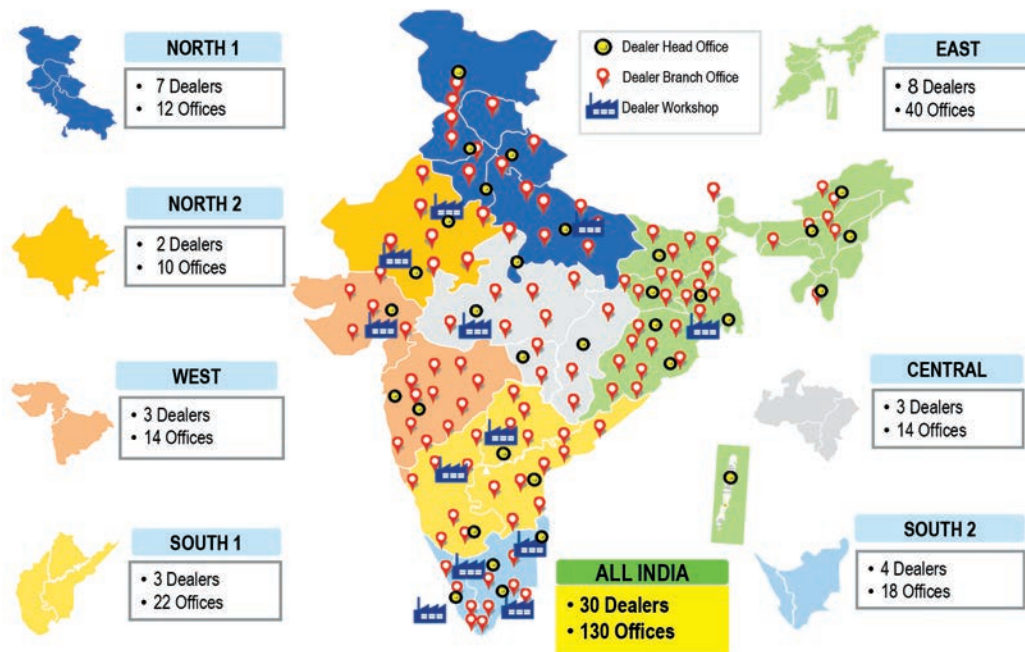
Over time, Dealers have gained expertise and are equipped with the infrastructure required to undertake activities that support repairs

Skill Inventory Test and Advance Technic Contests are conducted regularly to assess,

evaluate and enhance Dealer engineers' skill levels. As Mr Jitendra Kumar Thacker, Director, NKB Industrial Products, Bhubaneswar, says, "I am proud to be L&T's partner in continuous growth. It has helped me realise my business potential and expanded my reach in the territory."

As part of the new business initiatives, several Dealers have successfully introduced Parts Van, which travels to customer doorsteps in far-off locations and delivers Genuine Parts to increase product uptime and enhance customer satisfaction.

We thankfully acknowledge the tireless efforts put in by the entire dealership fraternity. They have travelled with us for over 20 years and continue with us in our journey to provide top-class after-sales support to our valuable customers. ■



Keeping India Ahead

■ *L&T has adapted the best technologies to provide cost-effective Construction Equipment. These ensure higher productivity at lower operating costs*

L&T has always been a cut above when it comes to technologies and products. From its early association with manufacturing and introduction of Hydraulic Excavators in 1975, L&T Construction & Mining Machinery Business has not only pioneered the concept but successfully launched a series of models in the Indian market through a technology tie-up with Poclain SA-France.

L&T popularised the Excavator technology amongst local Customers. It paved the way for higher mechanisation and the entry of more brands into the country. L&T continued its pursuit and launched models - 72CK, 90CK, 180CK and 300CK – making significant inroads covering new applications and challenging job sites.

The year 1998 saw L&T set up a joint venture with Komatsu, Japan, L&T Komatsu Ltd, for manufacturing Komatsu machines in India. It marked a major milestone in the Indian Construction Industry by introducing world-class Komatsu excavators. The model PC200 became a market leader within 2-3 years of its launch and sold over 14,000 machines.

Komatsu's HydrauMind, a patented hydraulic system, revolutionised Hydraulic Excavators' design. The machines became fuel-efficient and highly productive due to the fine match of hydraulic power with the engine power to match the demand needed on the work attachment.

The relatively new feature Komtrax, fitted on Komatsu machines, provides the machine's performance and health parameters from remote locations. This process of gathering machine performance data has helped improve its design. Over the years, Komatsu has made hydraulic components to such fine tolerances that the oil change required is at 5000 hours of operation. It is due to the metallurgy used on the hydraulic components, ensuring minimal wear. In addition, Komatsu's KOWA Lab (Komatsu Oil Wear Analysis) set up in Nagpur helps in predictive maintenance by analysing oil wear, leading to higher machine uptime.

L&T has updated its manufacturing capability over the years to include capacity expansion, lean manufacturing, robotic welding and multi-modal configuration. A lot of effort has also gone into ergonomics to provide a well-designed Operator Cabin that is exceptionally comfortable and safe



for Operators.

The learnings over the years have helped improve the machine, and Komatsu and L&T began to exhibit confidence by extending the warranty to four years on the PC210-10 machines.

L&T also pioneered the concept of Vibratory Compactors in India with the introduction of technology from Albaret SA-France. The machine introduced had a product concept of a heavy front drum. In 1989, L&T introduced the CASE-VIBROMAX range of Compactors. There was a significant shift in the concept of generating vibrations. Tandem Compactors used for compacting bitumen were required to vibrate at high frequencies of over 50 Hz. The technology used to isolate the vibrations from the Drum from coming onto the machine also underwent changes and helped improve the overall machine reliability. This learning has allowed

L&T to leverage its know-how in road construction.

L&T's Product Development Centre became the centre-point for capturing customer feedback for effecting product improvement. This became a continuous process, and over the years, the product incorporated features required by customers. For example, there has been a lot of emphasis on Machine Telematics, and L&T DigiEye is a step in this direction. This optional feature on the L&T range of machines helps track machine parameters and machine location. ■

L&T has updated its manufacturing capability over the years to include capacity expansion, lean manufacturing, robotic welding and multi-modal configuration

Art of Supply Management

■ *L&T's Warehouse Management, stretching from Kashmir to Kanyakumari, is efficient yet lean and effective*

Picturesque Tawang, an ancient hamlet studded on the craggy peaks of the Himalayas in Arunachal Pradesh, some 11,500 feet above sea level, surrounded on three sides by Bhutan and China, is extremely difficult to reach. Yet, an L&T 990HFi, a compactor – a road making machine, has been operating relentlessly to ensure the town remains connected to the rest of the country.

This has been made possible by the untiring maintenance support and on-time parts delivery by L&T to this remote location, rewarded with the grand view of the alpine mountains surrounding it.

This is not an isolated story, and L&T Construction & Mining Machinery Business (CMB) has been supporting all its machinery at the remotest of the locations in the country daily, round the clock, for the team believes "In service lies success."

The Central Warehouse (CWH), a grand operation today at L&T, with access to every nook and corner of the country, started in 1999 as a makeshift warehouse on the outskirts of Maharashtra's Nagpur in Wadi. Although the concept of CWH was not new to the CMB Team, shifting the parts supply centre from Bangalore to Nagpur was a tactical move for increased logistical advantage.

Leader at L&T Construction & Mining Machinery laid the foundation of this grand operation by implementing digitised warehouse handling. The operating system was Oracle with Power builder.

Today L&T's CWH seamlessly supplies parts through a network of 30 dealers, sprinkled strategically across the length and breadth of the country, handling close to 22,000 active machines.

The Central Warehouse, a grand operation at L&T today, with access to every nook and corner of the country, started as a makeshift warehouse on the outskirts of Nagpur

Full-fledged operations for CWH started in January of 2000 as additional members were roped into the team, and the warehouse was shifted to Nimji, some 22 km from Nagpur on the National Highway-6 Amrawati Road. It was started on 2500 square feet while the storage area was 27,000 square feet. People are the prime movers at L&T, and as construction

was completed, planning, procurement, warehousing and logistics teams were located under one roof.

The next milestone was achieved with the implementation of SAP in April 2001.

Within ten years of operations at Nagpur, Komatsu Asia



Pacific, Singapore, was roped in to open their warehouse adjacent to the L&T's warehouse. In another 5-6 years, Scania India spare parts warehouse too got shifted from Bangalore to Nagpur. It resulted in simplified and improved interactive operations and lower lead time due to proximity to buyer and seller. All logistical complications were resolved, and customer delight was achieved. It was a win-win for all.

After a few years, the storage space of 27000 square feet, housing a single-storeyed warehouse, was expanded to a 90,000 square feet double-storied building with additional open area for heavy & bulk items storage.

As the business grew, the traditional warehouse was restructured into a new state-of-the-art high-roof, 22 feet vertical stacking warehouse in 2018.

As business grew, the traditional warehouse was restructured to a new state-of-the-art high-roof, vertical stacking warehouse with a clear height of 22 feet

It now contains a designated area for office, designs, storage racks, filter area, small parts area, bulk area, packing area and receipt area. All were planned and executed in-house by the SCM Team, which meets today's demand and is equipped for the future.

Growth and progress never end. This has prompted the L&T team to relentlessly work on storage space management, digitalisation, automation, online transactions, e-documentation, e-logistics, spare parts barcoding for better, improved and seamless service to the esteemed customers.

Actions to strengthen the SCM infrastructure for making it robust to face any current and future challenges are always on at L&T CMB. ■

Achieving Mining Milestones

■ *L&T's footprint in the Indian Mining Sector started in 2003 with the delivery of the first Komatsu D475 Crawler Dozers to Indian Aluminium Limited at Talabira Mines in Odisha. The journey continues*

High-capacity Mining Equipment backed by cutting-edge technology is a must for mining and moving large volumes of overburden and ore from opencast projects.

As the preferred partner to provide the right mind and muscle to the mega-mining projects in India - be it in coal, limestone, iron ore or other minerals, L&T has been at the forefront by supplying and supporting Komatsu Mining Equipment to various customers across the country.

L&T's core strength lies in its 75 years of experience in understanding the Construction and Mining Machinery market and providing world-class product support to its Customers to enhance machine uptime and long life.

L&T sources Mining Equipment from different manufacturing plants of Komatsu in India, Japan, Germany and the USA. These state-of-the-art machines, fitted with advanced safety features for man and machine, provide high operator comfort and increased reliability over their long life at competitive costs per tonne.

Armed with a strong understanding of mining practices, L&T's Application Engineering team provides expertise in identifying suitable machines and the optimum fleet size for

each project. This team also offers several value-added services for continuous improvement and optimisation of operations after these machines start operating. Such activities have been highly appreciated and well received by customers and demonstrate L&T's close connection and concern for its Customers.





L&T's footprint in the Indian Mining Sector started in 2003 with the delivery of the first Komatsu D475 Crawler Dozers to Indian Aluminium Limited at Talabira Mines in Odisha. The industry chose these environment-friendly dozers fitted with powerful rippers as the preferred solution in areas where blasting was not permitted. It was amongst the earliest cases in India wherein L&T and Komatsu covered the equipment under its 10-year Full Maintenance Contract.

In 2007, L&T supplied the first combination of PC1250 (100 Ton Hydraulic Excavator) and HD465 (60 Ton Dump Truck) to Ambuja Cements for a project at Daralaghat in Himachal Pradesh. The combination was a runaway success, and large cement producers like Ultratech Cement, ACC, Shree Cement and Wonder Cement started procuring this combination for their limestone mines across India in the years to come.

L&T successfully moved into mega-mining operations in 2011 when it assembled and commissioned 21 Dump Trucks with 240-Ton capacity (Model: Komatsu 830E) at Hindustan Zinc's Rampura-Agucha Mines in Rajasthan. These mega-machines became the lifeline of one of Asia's largest and deepest opencast mining projects.

L&T and Komatsu covered the Dump Trucks and other Komatsu Mining Equipment fleet under a long-term maintenance contract. As expected, these Dump Trucks exceeded the stringent contracted availability guarantees as long as open cast mining continued at this location.

This project amply demonstrated L&T's commitment to the Indian Mining Sector and its capability to support mega Mining Equipment in rugged Indian conditions.

Armed with a strong understanding of mining practices, L&T's Application Engineering team provides expertise in identifying suitable machines and the optimum fleet size for each project

Tata Steel is one of our largest customers patronising Komatsu fleets in the Iron Ore sector. At its Noamundi Iron Ore Mines in Jharkhand, L&T started its first supply in 2007 with HD785 Dump Trucks, followed by other Komatsu equipment, which have performed exceedingly well.

The HD785 Dumpers and WA900 Wheel Loaders have since crossed the milestone of 60,000 hours of successful operations. Moreover, Komatsu machines at Tata Steel's Joda and Khondbondh projects continue to create new benchmarks.

Following an excellent performance of Komatsu Mining Equipment fleet at its Iron Ore Mines, Tata Steel, for the first time in 2020, selected 20 Komatsu 100 Ton Dump Trucks (model HD785) for their West Bokaro Coal Mines.

L&T introduced Komatsu PC2000 (200 Ton Hydraulic Excavator) in 2009 to the public sector companies with Singareni Collieries' (SCCL) Ramagundam Coal Mines in Telangana. These high-performance machines improved mechanisation and professionalised SCCL's mining operations.

Many of these machines have already crossed 60,000 hours of successful operation, setting benchmarks for long-term reliable performance of large Hydraulic Excavators.

India is on an ambitious path to reduce its carbon footprint, and one of the initiatives is to opt for electric-drive Mining Equipment. To keep pace with the nation's drive in this direction, L&T introduced PC3000 Electrical Shovel at one of India's largest

Coal Mines in Gevra, South Eastern Coalfields Limited, Chattisgarh.



L&T is continuously learning global best practices from its principal, Komatsu Ltd. One such time-tested approach is identifying Brand Management customers and nurturing them over the years.

Shree Cement was selected as a Mining Brand Management customer in India in 2014. Since then, our relationship has reached newer heights. Shree Cement has trusted us by choosing a complete range of Mining Equipment from Komatsu for all their sites, including Ras, Raipur, Kodla and Nawalgarh.

L&T and Komatsu have reciprocated the trust by closely engaging with their site teams for regular Application Engineering studies and Continuous Improvement programmes. These have assisted Shree Cement in adopting safe mining practices, enhancing equipment life, and controlling operating costs.

India has also witnessed increased private sector participation in coal mining and overburden removal. Their efficient operating practices and quick response to clients' changing needs have made them an integral part of the Indian Mining Sector.

Companies like VPR Mining were the trendsetters. With their entrepreneurial spirit, they were among the earliest players to invest in quality Mining Equipment. Our association with VPR Mining goes back over three decades. During this period, it has emerged as the largest fleet owner in the world for Scania Multi-axle Tippers and one of the largest owners of Komatsu fleet of Mining Equipment in India. Many players followed suit and have made the coal mining and overburden removal contract segment a truly vibrant space.

Over the years, our association with prominent players like Sushee Hitech, GRN Construction, Dhansar Engineering, Mahalaxmi Group and Durga Infra Mining has grown from strength to strength. We are thankful to each of them for choosing L&T as their valued partner in their growth story.

Safe and successful operation of advanced Mining Equipment from Komatsu requires regular skill improvement for operators and maintenance staff. Through

L&T's vast network of Training Centres, elaborate programmes and tools, we have been imparting continuous training to improve the overall skill-sets of people associated with the Indian Mining sector. ■

L&T is continuously learning global best practices from its principal, Komatsu Ltd. One such time-tested approach is identifying Brand Management customers and nurturing them over the years



A New Lease of Life

■ *Adherence to manufacturing standards and the use of Genuine Parts delivered at the right place at the right time make it easier for maintenance execution*

We bring back life!

Once konked off, the engine sputters back into action, vroom, at the Central Workshop at Kanchipuram in Tamil Nadu.

Yes, we bring back life into rammed, worn-out engines that had given up hope of running.

We rejuvenate the whole array of components, including engines, transmissions, hydraulic components, and structures with a new lease of life in our scientifically laid-out workshops. It houses a well-calculated match of men, machines and resources in a perfectly safe environment that does the jobs with utmost efficiency.

We rigorously test the machines so that our customers can depend on them to deliver. Our test benches simulate the gruelling operational parameters onboard a real machine to ensure it works like new a value for money proposition for

our customers. Because keeping machines in excellent condition means increased production and lower costs for any industry or product.

L&T's Product Support in Construction and Mining Industry has a legacy of 75 years that evolved with time as it gathered expertise to deliver a superior product owning experience

L&T's Product Support in Construction and Mining Industry has a legacy of 75 years that evolved with time as it gathered expertise to deliver a superior product owning experience.

We have been forging all-weather relationships with customers as support extended by us for machines from our Principals like Komatsu and Scania aim to deliver profit for users. Furthermore, we strive to gain insights into addressing customer requirements better by reducing service delivery time and minimising downtime for equipment operating in extremely tough environments.

Mining and Construction Equipment are major capital assets, and customers pay a premium to acquire them.



Therefore, we take the onus to ensure that the level of after-sales support extended is of premium quality or beyond.

Across the nation, our customers do a colossal lot of work. However, they look to L&T for solutions and expertise when faced with operational challenges. Our Service Centres in Chennai, Delhi, Durgapur, Nagpur, Pune and Singrauli are tailored to support them at any stage of the lifecycle of a machine.

Being pioneers in Construction and Earthmoving Equipment, we learn from our customers' expectations and equip ourselves to deliver superior service experiences from delivery to performance. Our culture of innovation over the decades and current association with Komatsu and Scania has helped our team build their capability to deliver world-class technology and services customisable for every goal. At L&T, the rudimentary subjective philosophy of instinct and pulse-based service has long transcended into modern diagnostics driven predictive countermeasure for each machine to ensure that the proper attention is delivered when it is due. This is "The Science of Service".

All L&T Service Centres are equipped with modern tools and machinery to repair or remanufacture components to global standards prescribed by our principals.

Accordingly, we have carefully crafted various end-to-end and all-encompassing upkeep plans that fit business needs, extend equipment life, and maximise return on investment.

A highly trained team of engineers deliver dedicated customer support services, including annual maintenance contracts, site support agreements, full maintenance contracts, and RECON exchange programmes to ensure machines provide high availability at optimum cost to customers.

L&T Construction & Mining Machinery has epitomised 'Science of Service' with an organised and comprehensive bouquet of offerings. Some of these are PM Clinic services, KUC-Komatsu Undercarriage Inspection, and Oil and Wear Analysis. They enhance machine life with the latest information and communication technology and data-driven analytics for end users. Furthermore, automation and digitalisation have brought Innovative Sustainability with remote technologies to logically benefit our customers with predictive course correction. The cost incurred in rejuvenating a failed engine will be much higher than the cost of an in-time proactive rehabilitation of a component.

The fact that we have effectively enhanced mining equipment lives by 60,000 hours and beyond, almost seven

years, stands testimony to our endeavour. The hallmark of our service is adherence to manufacturing standards and the use of Genuine Parts delivered to the right place at the right time, making it easier for executing maintenance.

Fleet management is the administration of processes and activities supporting the entire equipment lifecycle assigned to a business operation. Fleet management should be started from the first day and continue through the day-to-day operation and maintenance to major repairs and rebuilds. Every decision made during the lifecycle of the equipment will impact costs. L&T Service Centre Jobsite

solutions take the complexity out of managing customers' fleet by providing a strategy, its intended outcome, and an action plan that solves unique challenges customers face at their job sites.

We will not just develop a high-performance plan for the site; we will own and help execute it. We will focus on our customers'

success by leveraging our respective capabilities to get the targeted business results. The intention: To become a partner in the progress of our customers and to make sure the fleet has the right product, doing the job right to produce quality work at the lowest cost. Our continuous training interventions to ramp upskill and train end-users on safety, operations, productivity, longevity, fuel and energy economy, both on simulators and iron, are fervent manifestations in this direction.

Forward-thinking organisations heading towards resource optimisation and automation know that L&T's Service Centre's excellence lies in complete ownership, human 'connect', and expert touch always gets them the best. We become part of our customer ecosystem by offering operational excellence that can create a genuine competitive advantage. So while we try to live by our philosophy, 'In Service Lies Success', that's what our customers call the decisive difference !! ■

Being pioneers in construction and Earthmoving Equipment, we learn from our Customers' expectations and equip ourselves to deliver superior service experiences from delivery to performance.



Blazing a Trail

■ *Komatsu PC210/PC210LC-10M0 has become a popular excavator choice in its class, with over half the number of models working for road & railway construction, pipelines and irrigation*

Truly Efficient' Hydraulic Excavator -- PC210/PC210LC-10M0 from the Japanese major, Komatsu's stable is now the fastest-growing model in the 22-ton category, with more than 1000 units sold in the first nine months of its launch.

Currently, sales figure for the equipment is on an upward trend as it expands its footprint across the country in newer applications. In fact, over the last 18 active sales months, we sold more than 1800 units of PC210s. These are being used for a wide array of applications across the country.

No wonder the product has been adjudged the "Best Excavator Brand 2021" by Construction Week in its recently evaluated Equipment & Infra Awards.

This Komatsu machine has been adjudged the "Best Excavator Brand 2021" by Construction Week in its recently evaluated Equipment & Infra Awards

With over half the number of models sold working in applications like road & railway construction, pipelines and irrigation, Komatsu PC210/PC210LC-10M0 has become a popular excavator choice in its class.

This 22-Ton machine results from a sustained study of customer behaviour and a thorough understanding of their requirements for handling diverse applications. Using their deep know-how of the subject, Komatsu and L&T have jointly developed this "Truly Efficient" machine that provides unmatched productivity and fuel efficiency to the customers.

PC210LC-10M0 is an improved version of its previous generation PC210LC-8M0, delivering 20% higher productivity at 20% reduced fuel consumption. In addition, it features a robust design, including a deck guard for additional protection for upper structures and higher arm digging forces for demanding applications. Among other key features is the latest-generation Komtrax, a remote machine monitoring system and eco-gauge for assisting energy-saving operations.

A wide range of bucket options, including ME (More Efficient) - 1.2 cum Bucket, also comes off the shelves. L&T and Komatsu have also extended Suraksha-10,000 for the equipment. It is a unique machine care program with value-added services for customers delivering superior experience and after-sales support. In addition,

L&T has been supporting the machine with its nationwide network of dealers with 130 outlets, fully equipped service stations and parts warehouses.

Several important customers have expressed satisfaction with PC210LC-10M0's performance and have built large fleets. Some big names are PNC Infratech, Bhartiya Infra Projects, Naresh Kumar Coal, Marutinandan Logistics, Dineshchandra R Agarwal Infracon, Kalpataru Power Transmission, Megha Engineering, KNR Constructions and HG Infra. ■



Home Grown Greener Machines

■ *The new engine conformed to Government's Construction Equipment Vehicle (CEV) Stage IV emission standards and was ready for use by 1st April 2021 -- the deadline for introducing them*

It was the beginning of the second wave of Covid-19 attacks in India; by March 2021, the virus was rapidly evolving again, posing roadblocks for every industry afresh. Yet, during this extreme hardship, a team of carefully handpicked engineers burnt their midnight oil to bring to life the version of a greener and cleaner engine compliant with the Government's new emission norms.

The engine conformed to Government's Construction Equipment Vehicle (CEV) Stage IV emission standards and was ready for use by 1st April 2021 -- the deadline for introducing them.

As part of its commitment to climate change and reducing greenhouse gases, the Indian Government directed a transition of Construction Equipment Vehicles from BS-III to CEV Stage IV emission standards effective 1st April 2021.

The migration to CEV Stage IV posed lofty challenges as the existing version used advanced and complex engine technology. For example, the new CEV Stage-IV Compliant engine needed technologies with a lot of sensors and actuators controlling CRDI (Common Rail Diesel Injection) fuel systems, EGR (Exhaust Gas Recirculation) for NOx reduction, DOC (Diesel Oxidation Catalyst), SCR (Selective Catalytic Reduction) for Exhaust After Treatment Systems (EATS). For Selective Catalytic Reduction (SCR), AdBlue, an additional consumable that acts as a reductant, was also needed. The engine had to be controlled electronically to integrate all these components and manage performance.

The LTCEL team pursued its goal, completed 1000 hours of trials on prototypes, and made necessary modifications to roll out the engines in time despite hardships posed by Covid-19

Equipment manufactured by L&T Construction Equipment Ltd (LTCEL) like Wheel Loaders, Soil Compactors, Tandem Compactors and Pneumatic Tyre Rollers needed up-gradation to the new standards. So LTCEL selected Cummins and Ashok Leyland engines for Wheel Loaders and Mahindra & Mahindra for Vibratory Compactors as the best options.

Having shortlisted the engines, the team set aggressive timelines for product development, proto testing, validation, and homologation to get the products into the marketplace. However, two successive waves of Covid-19

and the resulting disruption posed further challenges during testing and validation of the engine and obtaining certification from the Automotive Research Association of India (ARAI).

The LTCEL team pursued its goal, completed 1000 hours of trials on prototypes, and made necessary modifications to roll out the products in time and receive

approval for registration from various Central and State Governments agencies. Subsequently, L&T Construction & Mining Machinery Business introduced the products in July 2021, and customers instantly accepted them.

Indeed, this is an inspiring story of teamwork executing technological up-gradation with totally indigenous efforts and repositioning them as superior offerings to the earlier models to provide better value propositions for customers. The team is proud of unleashing yet another success story as part of the Atmanirbhar Bharat mission. ■



Securing Global Markets

■ *LTCEL's products have witnessed rising popularity as they entered new geographies every year, making India a prominent global exporter of Construction Equipment*

L&T Construction & Mining Machinery Business has decided to play a major role in making India a prominent exporter of Construction Equipment and support ICEMA (Indian Construction Equipment Manufacturers Association) achieve its Vision Plan 2030.

L&T's wholly-owned subsidiary, L&T Construction Equipment Ltd (LTCEL), forayed into the overseas market with an array of Road Construction equipment soon after launching indigenously manufactured machines for the domestic market

LTCEL initially targeted neighbouring countries like Nepal for exports. Mr Kedar Lamichhane, Managing Director, Force Group, a leading businessman and an industry professional in Nepal, was roped in as a dealer to promote LTCEL machines.

He has successfully sold over 150 units in the Nepalese market over the last three years. These machines, L&T 1190 Soil Compactors, L&T 990 Tandem Compactors and L&T 491 Mini Compactors, were deployed to build national highways and feeder roads and have made a quick mark in the Himalayan kingdom.

The dealer has set up full-fledged workshops in Nepal, offering after-sales support helping L&T expand its customer base. As a result, customers in Nepal have acknowledged LTCEL's product superiority.

Today, LTCEL Compactors are well accepted and exported to SAARC countries like Myanmar, Bhutan, Bangladesh, and

African nations like Nigeria and Sudan. Their proven performance and increased acceptability in road applications testifies to the product's superiority.

L&T 9020 Wheel Loaders have also garnered overseas markets, and over 85 machines have been exported. Prominent orders include eight machines supplied to the Indian Army for UN Peace-keeping Mission in South Sudan.

The Wheel Loaders have made inroads in the neighbouring SAARC countries of Nepal, Bangladesh, Myanmar and Bhutan, besides Nigeria, the Republic of Congo, Zambia, Ivory Coast, Mauritius and South Africa. Prominent buyers include Agri-Chemicals Group, Rangeela Exports, Eastland Switchgears and Jaswin Alloys Manufacturing.

L&T Construction & Mining Machinery Business played a significant role in taking the Wheel Loaders to the foreign shores of Dubai and Abu Dhabi in the Middle East for Road

Construction and Mauritius for Metro Construction.

L&T is upbeat about LTCEL's product prospects that have witnessed rising popularity as they entered new geographies every year.

LTCEL was formed in 2014 with a unique opportunity to develop and market products worldwide. Products taken up for manufacture have been designed and developed by L&T's Product Development Centre at Coimbatore.

Currently, LTCEL's products play a pivotal role in strengthening the Made in India effort as manufacturing these equipment leads to developing an ecosystem of vendors and suppliers.

This development of medium-scale enterprises is crucial for the next phase of growth. The ICEMA Vision Plan envisages at least 15-20% of Construction Equipment made in India will be exported. In addition, the document calls for driving indigenization efforts further, reducing import components, supporting local sourcing and developing a strong talent pool.

L&T Construction & Mining Machinery Business has stepped into the 75 years of its nation-building activity and is well poised to reap benefits by exporting machines produced in India. ■

Today, LTCEL Compactors are well accepted and exported to SAARC countries like Myanmar, Bhutan, Bangladesh, and African nations like Nigeria and Sudan



Cutter Solutions from Kemroc

■ *L&T and Kemroc inks pact to distribute the latter's cutting-edge attachments in India*



Mr Vivek Hajela, Vice-President & Head, CEB, exchanging copies of the agreement with Mr Tarun Kumar, India representative, Kemroc, in the presence of Mr Arvind K Garg, EVP & Head, L&T-CMB.

L&T Construction & Mining Machinery has signed a pact with Kemroc, a global manufacturer of attachments for Excavators and Backhoe Loaders, to promote and distribute the latter's products in the Indian market.

Mr Vivek Hajela, Vice-President and Head-CEB, L&T CMB, signed an agreement to this effect with Mr Klaus Ertmar, Managing Director of Kemroc in Bengaluru, in the presence of Mr Arvind K. Garg, Executive Vice-President & Head, L&T Construction & Mining Machinery.

Kemroc is a global manufacturer of attachments for Excavators and Backhoe Loaders

product offerings and provide comprehensive solutions to the Customers in the Construction Industry in India. L&T is already offering special attachments such as Crusher Bucket, Rock Breakers, Quick Couplers, Demolition Tools and Piling Solutions with tie-ups from international brands such as Komatsu, Sandvik and Movax.

L&T received its initial order for Kemroc KRL110 Pile Cutter attachment for a project executed by IOC at Paradip in Odisha. ■

The agreement covers Kemroc-developed special attachments, including its patented EK series of Chain Cutters, a game-changer in rock trenching and well accepted worldwide and India.

Germany-based Kemroc was founded in 2012 by Mr Klaus Ertmer. In 2017 he introduced a new series of efficient Chain Cutters, Drum Cutters, Cutter Wheels, Pile Cutters, Trenchers, Patch Planners and Drilling Augurs with applications covering trench excavation, tunnel excavation, foundation excavation, quarrying, demolition of old structures, drilling holes, road works, asphalt milling as well as under-water excavation.

This strategic partnership will enable L&T to expand its



Wheel Loaders Ride Steel Boom

- *A glut in the international market has pushed up demand for steel in India, leading to a steady rise in sales of Wheel Loaders used for in-plant raw material handling*



Today, steel, a rapidly growing core industry in India, is poised for impressive growth. The recent drop in steel production in China and the resultant improvement in price realisation for Indian companies have spotlighted this industry after the second wave of the pandemic. The reversal in the sector's fortune is also seen in increased in-plant handling of raw material and hence experiencing a buoyant demand for Wheel Loaders currently in the steel industry.

L&T 9020 Wheel Loader was the first indigenously developed and manufactured product launched by L&T's wholly-owned subsidiary, L&T Construction Equipment Limited (LTCEL).

In 2015 L&T 9020 Wheel Loaders made a successful foray into JSW Steel's Dharamtar and Jaigarh units with an order of 14 machines for stevedoring and handling raw materials. The contractor segment followed soon with orders from Naresh Kumar Coal (NKCPL), who works for Tata Steel-Jamshedpur and Tata Metallics- Kharagpur. Today, NKCPL has emerged as one of the top fleet owners of L&T Wheel Loaders.

L&T 9020 Wheel Loaders are well accepted in the steel

sector, including corporates such as Prakash Industries Ltd and Shri Bajrang Power & Steel. The oldest machines in these fleets have clocked over 30,000 hours.

L&T 9020 wheel loader also has a strong presence in the public sector companies like SAIL units - Rourkela Steel Plant, RINL-Vizag Steel Plant and Ferro Scrap Nigam.

Our success with major steelmakers like Tata Steel, JSW, and SAIL has led to the acceptance of our machines by many

leading contractors and small steel plants in the subsequent years.

Within three years, L&T 9020 has emerged as one of the most efficient workhorses for

steel plant applications like blast furnace slag handling, scrap handling and raw material handling.

Currently, L&T 9020 Wheel Loader is one of the most reliable, fuel-efficient and productive equipment for material handling. It has enabled L&T to expand its footprint in the public sector, private sector, corporates and large contractors. ■

Over the years, the steel sector has well accepted L&T 9020 Wheel Loaders

Special Lubes from Gulf Oil

■ L&T and Gulf Oil jointly launch Genuine Oils for Construction Equipment



Mr. Ravi Chawla, MD & CEO, Gulf Oil and Mr. Arvind K. Garg, EVP & Head, L&T-CMB, signing the agreement and unveiling Genuine Oil pails.

L&T Construction & Mining Machinery (CMB) and Gulf Oil Lubricants India have collaborated to launch a range of Genuine Oils to cater to the distinct and technologically progressive needs of the Construction Equipment sector.

On behalf of Gulf Oil, Managing Director and Chief Executive Officer, Mr Ravi Chawla, signed a strategic agreement with Mr Arvind K Garg, Executive Vice President & Head at L&T CMB, in Bengaluru on October 27th, 2021.

Mr Deepak Tiwari, Head-Infra, Mining & Fleet Management Business and Mr Vivek Tomar, Head-Construction OEM, were present at the signing event on behalf of Gulf Oil. Mr Vivek Hajela, Vice-President-Construction Equipment Business (CEB) and Mr K A Sravan Kumar, Head-Product Support, were present on behalf of L&T CMB.

The product range includes Hydraulic Oil and Genuine Grease for now. While Gulf Oil has specially formulated the Hydraulic Oil for Wheel Loaders, they have developed Genuine Grease for unique requirements of Road Construction Equipment manufactured by L&T Construction Equipment Limited (LTCEL), a wholly-owned subsidiary of L&T.

In addition, Hydraulic & Roller Oil for Compactors and Transmission Oil for Wheel Loaders are under development and will be launched soon. The range of oils will be distributed by L&T CMB exclusively through its network of authorized dealers pan-India.

"We are delighted to have partnered with L&T CMB. Our association aims to collectively work towards offering constructive and effective solutions to the ever-advancing demands of the industry. I am sure, this partnership will grow to benefit the industry and aid in raising the service standards," said Mr Chawla from Gulf Oil while addressing a gathering at the launch.

In his address, Mr Garg said, "Coinciding with the 75 years of valued association with the Construction & Mining Machinery Industry, we have been working on enhancing industry-specific initiatives.

"This partnership with Gulf Oil is yet another effort to provide a larger platform for our 'Made in India' products and a superior offering to customers to ensure higher machine uptime and a distinctive machine-owning experience." ■

Hydraulic & Roller Oil for Compactors and Transmission Oil for Wheel Loaders are under development and will be launched soon

Customer Speak

At L&T Construction & Mining Machinery Business, we believe in building long term relations with our customers. The reliability and experience we offer invariably win their trust, making them stay with us for decades. We consider them family and stand by them through thick and thin. We ensure that they can deliver without fail every time.

As ingrained by our founders, the philosophy and the culture have always been of outstanding product quality and impeccable service combined with team excellence. The 'Science of Service' encompasses efficient service backed by

the latest technology, safety compliance, and genuine parts. It is driven by the zeal to walk the extra mile to deliver and deliver it right. This is the hallmark of Team L&T.

Putting 'Customer First' has been the mantra enabling L&T to consistently achieve new service delivery benchmarks because we believe "In service lies success."

Read on to experience firsthand what customers have to say about our products and services...

MUMBAI



"Komatsu and L&T machines offer superior quality & service"

SMC Infrastructure Pvt Ltd

Mr Suhas Mehta, Managing Director, SMC Infrastructure Pvt Ltd, has been associated with L&T for two decades. He had deployed his fleet of 16 Komatsu machines to build roads & bridges and construct water treatment plants & systems.

"Komatsu and L&T Machines offer superior quality and service. We wish Team L&T great success ahead," says a contented Mr Mehta. "Komatsu remains one of the most popular excavator brands in the market, provides higher productivity, and is always in demand. We admire L&T for its excellent after-sales support".

"We deploy Komatsu and L&T equipment at various project locations throughout India, mainly due to their excellent service support. Team L&T is in constant touch with our site team for machine maintenance and maximum output. Our relationship with the team and their dealers is always cherished."

"Komatsu's PC210 changed our perspective of 20-Ton class machines"

J M Mhatre Infra Pvt Ltd

In his two decades of association with L&T, Mr Pritam Mhatre, Managing Director, J M Mhatre Infra Pvt Ltd, has procured 20 Komatsu excavators and 10 L&T machines that he deploys for road projects as well as production and supply of sand and aggregates.

"We purchased our first Komatsu equipment way back in 2015. It was a PC210 Excavator, and the machine changed our perspective on the production capability of 20-Ton class equipment. These machines increased the output by 20-25% compared to the models from other manufacturers," says Mr Mhatre. "Based on their performance and reliability, we purchased 18 more PC210s recently. These have impressed us, and we certainly plan to acquire more".

"We have grown with Komatsu and L&T, will grow with them in future"

**Shri Siddi Kumar
Infrastructure Pvt Ltd**

Associated with L&T since 1997, Mr Ashok Jaswani, Director, Shri Siddi Kumar Infrastructure Pvt Ltd, uses his fleet of nine Komatsu machines for land development projects.

Highly satisfied with the performance of Komatsu's PC200 excavators and L&T's after-sales support, Mr Jaswani says, "We managed to complete a contract for Mumbai International Airport Ltd with five PC200s, much ahead of the deadline."

"Being an operational airport, we had to work during odd hours. It was a challenge. However, we managed it with only two engineers as our machines operated at full capacity," said Mr Jaswani.

Due to better quality, lower operating cost, and higher resale value of PC210 excavators, Mr Jaswani requested their reintroduction in the Indian market. He is ready to pay a premium if necessary, although he is also looking forward to buying Komatsu PC 210-10M0, the new and improved version of PC210.

Congratulating Komatsu on its 100th anniversary and L&T CMB on completing 75 years, Mr Jaswani said: "Komatsu and L&T have helped us grow. We would want to grow with them in the future as well. The government's recent launch of a postal stamp is proof enough of L&T's contribution to the nation's growth and development."

"Komatsu's technical superiority and L&T's unparalleled service strengthen I R Enterprises's biz"

IR Enterprises

Mr R. D. Singh and Mr M. Idris, associated with L&T since 2007, bought ten Komatsu machines. They deployed them for land development projects. "Komatsu machines are extremely reliable and trustworthy for mass excavation," says a happy Mr Singh, convinced of his Komatsu fleet's technical superiority and operational efficiency.

Over time Mr Singh has realised that the fuel consumption of Komatsu machines may marginally differ from competitor equipment. Still, massive production capability and higher resale value make Komatsu machines a far superior product. It prompted him to buy a PC210-8 after using almost 20 machines of other brands.

"Komatsu's technology is unbeatable, and the company has been improving its products continuously," he says. His partner, Mr Idris, delighted with L&T's service support, says, "On many occasions, service engineers arrived within a few hours even if we called them in evenings and on holidays. It expedited job completion and reduced downtime. In addition, frequent visits by engineers for the PC210-8 machine have enabled operators to achieve higher productivity rapidly".

On Komatsu completing 100 years and CMB completing 75 years, Mr Singh says, "Superior service and prompt parts support have helped I R Enterprises establish itself on firm grounds in a highly competitive Mumbai market."



Komatsu and L&T assist fleet owners survive tough times

Aditya Enterprises

Mr Ashok Jain, in his three decades of association with L&T, has procured ten Komatsu excavators and deployed them primarily for land development projects.

“Fuel-efficient equipment upgraded regularly by Komatsu provide us the edge in operating profitably over the years despite rising fuel prices,” says Mr Jain. “Improved technology from Komatsu and L&T has been helping fleet owners like us survive tough market situations.”

Extremely satisfied with prompt after-sales service, Mr Jain says, “It has bonded customers with L&T for such long periods – thirty years for us. As a result, my company has grown in tandem with theirs.”

On the occasion of Komatsu completing 100 years and L&T CMB 75 years, he says that his son, a second-generation businessman, is a voluntary ambassador and wholeheartedly promotes Komatsu and L&T products wherever possible.

“I take this opportunity to convey a big thanks to the Komatsu and L&T team and wish them the very best for all their future endeavours,” said Mr Jain.

PUNE

Impromptu service, the seed of happy association with L&T

Shri S M Autade Pvt Ltd

Mr Kedhar has procured three Komatsu machines and 25 L&T equipment over the years. Most of these are used for road projects.

Associated with L&T for a decade, a happy Mr Kedhar says, “On-time parts availability and service have provided us with the confidence to increase our fleet size with Komatsu and L&T equipment. Komatsu products may be a tad costlier than competitors’, but this one-time investment is no match for these machines’ productivity.”

Congratulating L&T CMB on completing 75 years, Mr Kedhar said: “We truly believe L&T and Komatsu products are the best and provide unmatched productivity. Our future buyings will be from the Komatsu and L&T and stable.”

Proud to be associated with L&T Construction & Mining Machinery

Shelke Construction Pvt Ltd

Mr Vishal Shelke has been associated with L&T since 2007. He deploys 23 Komatsu machines and one L&T equipment for railways, roads, and irrigation projects.

“Komatsu and L&T machines are almost 80% of our fleet size. Quick service and timely availability of spares have prompted us to increase the fleet’s proportion of Komatsu and L&T machines. Excellent service delivery has helped us reduce downtime. Buyback solutions also enable equipment replacement with new ones. Durable products and reliable service support have prompted us to give them first preference.”

Talking about technological advantages offered by Komatsu and L&T products, Mr Shelke says, “Komatsu and L&T products have supported us in meeting deadlines for high precision projects. We find excellent applicability of PC210-10 for our kind of work. These offer higher productivity and lower fuel consumption allowing us to compete well in a cutthroat market. Following years of association with Komatsu and L&T products, our operators and maintenance staff have adapted to new technologies very well.”

“We share an excellent relationship with L&T’s dealer team and their executives both on-field and at headquarters. In addition, our site team is constantly in touch with the service & parts department,” said Mr Shelke while sharing his experience. “The recent Operators & Machine Maintenance program has enabled us to bring down the fuel consumption of our machines.”

Wishing Komatsu on completion of 100 years and L&T CMB for 75 years, he said: “We are proud to be an associate of L&T construction equipment.”



Komatsu and L&T offer quality products

NK. Gade & Co

Mr Vikaram Gade, associated with L&T since 2008, has procured three Komatsu equipment that he deploys in quarries and road works.

He says, "The quality of products offered by Komatsu is awe-inspiring. We consider Komatsu over other manufacturers whenever we need to procure excavators in the 20-ton category".

NAGPUR

Komatsu and L&T Machines are superior products with advanced technology

SMS Ltd

Part of the L&T family for more than four decades, SMS Ltd currently owns 17 Komatsu machines operating in road construction, irrigation projects, uranium, coal & copper mining, and waste disposal.

"We are a satisfied customer of L&T's local sales and service team," says Mr Anand Sancheti, convinced that Komatsu and L&T offer superior products and technology. "On the occasion of L&T CMB completing 75 years, I want to convey that we will continue to patronise L&T products," said a happy Mr Sancheti.

Mann Engineering to consider Komatsu machines even for future requirements

Mann Engineering

Associated with L&T since 2012 with a current fleet of 14 Komatsu and L&T machines operating in overburden removal and coal transportation, Mr Jagjeet Singh Mann says, "Scania and Komatsu offer superior product & technology".

On the occasion of L&T CMB completing 75 years, he said, "We will continue to consider Komatsu machines for our future requirements."

Komatsu D85 Dozers is a superior product

Avtar Singh

Associated with L&T for over a decade, Mr Harbhajan Singh Daliwal's present fleet comprises 38 machines from Komatsu.

Used in the coal overburden removal and the transport sector, Mr Daliwal says, "Komatsu Dozers D85 is a superior product with the latest technology and efficient performance".

On the occasion of L&T CMB completing 75 years, Mr Daliwal said, "All the very best to Team L&T".

Trust bonds customers with L&T

D P Jain Infrastructure Ltd

Over 25 years, Mr Deepak Jain and Mr Girish Jain have developed a bond of trust with the L&T team. They own 36 machines supplied by Komatsu and L&T, deployed in road projects.

"Our first L&T machine purchase was in 1993, and we continue to patronise L&T," says Mr Jain. "We are convinced that Komatsu machines offer advanced technology. On this occasion of L&T CMB completing 75 years, we wish to convey that our patronage on L&T will continue always".

PUNJAB

Maintenance costs of Komatsu and L&T machines have declined over time

Prem Kumar Bansal

Conveying his best wishes on the occasion of L&T CMB completing 75 years, Mr Prem Kumar Bansal says, "Komtrax, the machine tracking system from Komatsu, helps us monitor assets providing more value to users. Moreover, with a longer service duration, maintenance costs of Komatsu and L&T machines have reduced over time.

"Among L&T Wheel Loaders, high lift option is a unique feature that facilitates loading on various truck models, especially the high ones." Mr Bansal, associated with L&T since 2009, is currently the proud owner of 21 Komatsu and L&T machines operating in road projects and buildings.

RAJASTHAN

Komatsu has proven its strengths with the latest and most reliable machines

Sher Singh

Part of the L&T family for over 26 years, Mr Sher Singh currently owns a fleet of seven Komatsu machines operating for sand and quarry jobs.

“Komatsu has proven its strength every year with its latest and reliable machines,” says Mr Singh. “Engine and hydraulics have proven their strength, especially on hard rock worksites. Vibrations on old machines are minimal, and hydraulics hold very well unlike other equipment”. “We work on different sites in India and have always been supported promptly by L&T for spares and services,” he says.

“We wish L&T grows exponentially and creates a healthy environment for us to work efficiently,” said Mr Singh on the occasion of L&T CMB completing 75 years.

Owning Komatsu, Scania and L&T machines is a happy experience

NTC

Mr Nitin Bansal, Director at NTC Ventures Pvt Ltd, associated with L&T for the last 17 years, has built a large fleet of 74 machines, a mix of Komatsu, LTCCL and Scania equipment that operates for limestone mining.

His firm is a repeat buyer of equipment from the range offered by Komatsu, Scania and L&T due to their higher productivity, longer uptime and better quality.

Extremely satisfied with L&T's service support, Mr Bansal says, “Robust machines combined with superior after-sales support make buying machines from them a profitable proposition.”

Congratulating L&T CMB on completing 75 years, Mr Bansal said: “Their quick and on-time after-sales support make machine owning experience a smooth one. Over the years, we have developed a very cordial relationship with L&T's dealer team.”

JAMMU & KASHMIR

Durability and reliability critical factors for considering Komatsu machines

Rajesh Kumar

Mr Rajesh Kumar, a fleet owner of Komatsu and L&T machines, has been associated with L&T for a year. His equipment operate in road works in the Jammu area.

“Durability, reliability and robust structure of Komatsu machines are key factors for our consideration,” says Mr Kumar. “L&T always treats their customers like family members and renders quality service to everyone. We convey our best wishes to Team L&T on L&T CMB completing 75 years”.



Equipment supply during lockdown helped avoid order cancellation

Choudhary & Brothers

Mr Lalaram Choudhary, associated with L&T for the last 17 years, owns a fleet of 14 machines from Komatsu.

“Komatsu machines are excellent products with high productivity and low operating cost”, says Mr Choudhary. “We urgently needed four PC71 machines during the Covid-19 lockdown period. L&T supplied them at the site despite the impediments. The support from L&T saved our work order.”

On L&T CMB completing 75 years, Mr Choudhary said: “We wish to convey our congratulations and all the very best to Team L&T!”.

L&T arranges emergency machine delivery in the Northeast

Ecogreen Infratech Pvt Ltd

Mr Rajpal Choudhary has been associated with L&T since 2015. His current fleet comprises 11 Komatsu machines operating in the general construction and mining sector.

“When we wanted immediate delivery of machines in the Northeast, L&T arranged for them on an emergency basis from their Guwahati depot displaying their customer-centric approach,” said Mr Choudhary.

Commending L&T and Komatsu for products that exhibit high productivity and low operating costs, Mr Choudhary said: “We congratulate L&T CMB for completing 75 years and wish them all the best!” .

We value your support as partners and will continue to be loyal

Velji P & Sons Agencies Pvt. Ltd.

Mr Milan S Sindhav procured 10 Komatsu and eight L&T machines for material heaping at ports. Associated with L&T CMB since 2016, he says, “We are under tremendous pressure to limit cost and downtime while ensuring safety, which our association with L&T and Komatsu has helped achieve.”

Highlighting L&T's excellent after-sales service, he says, “Team-L&T's continuous support, state-of-the-art inventory management, and equipment monitoring has reduced maintenance cost.”

Talking about equipment Komatsu machines-- PC 210 and PC350, Mr Sindhav said: “These machines have given us the ability to handle any category of bulk cargo with maximum efficiency. We haven't faced breakdowns or service support issues, and volumes handled have grown exponentially.

Congratulating L&T CMB on completing 75 years, Mr Sindhav said: “We have strengthened our association with L&T over time. We value their support as partners and will continue to be loyal. Wishing each of your team the best in making strides towards excellence.”

Komatsu and L&T machines deliver best in class performance

MKC Infrastructure Ltd

Mr Parshotam M. Bambhania, Chairman, MKC Infrastructure Ltd, has procured 16 Komatsu equipment and eight L&T machines used for road and infrastructure projects.

Associated with L&T for a decade, he says, “Though the initial investment in Komatsu machine is higher, we prefer the brand for higher production capability and longer uptime. Similarly, L&T's Soil & Tandem Compactors are excellent machines. We truly appreciate L&T's 'Make In India' and 'Made With Pride' initiatives.

Delighted with L&T's service support Mr Bambhania says, “We have bought machines from L&T for excellent service support. A strategically located dealer network ensures on-time parts and service support availability. Additionally, L&T is in constant touch with site managers for preventive maintenance and machine health check for increasing machine uptime.”

Congratulating Komatsu on completing 100 years and L&T CMB on completing 75 years, Mr Bambhania said: “We have a cordial relationship with L&T's dealer team. We truly believe L&T and Komatsu machines are the best class.”

Quality has been the backbone of Komatsu and L&T machines

HS Constructions

Mr Mohar Singh's fleet comprises 34 Komatsu and L&T machines. He has been associated with L&T since 2006.

“Quality has been the backbone of Komatsu and L&T machines. So when we wanted to build a high-class workshop at our existing site, we had the opportunity of visiting Komatsu's Chennai and L&T's Bangalore plants. There we received many inputs helping us build a state-of-the-art workshop,” says Mr Mohar Singh.

Mr Singh congratulated L&T CMB on completing 75 years and wished the team the best for the future.

MADHYA PRADESH

L&T offers quick service support to reduce downtime

RSK Constructions, Betul

Mr Arun Kiledar has been associated with L&T since 1998 and now owns 50 Komatsu and L&T machines operating in road construction.

Extremely satisfied with L&T's quick service support in reducing downtime, Mr Kiledar says, "We consider Komatsu and L&T machines for their superior technology and good performance."

On L&T CMB completing 75 years, Mr Kiledar said, "We will continue to patronage L&T by replacing a few of our existing machines with new ones for the road projects".

Customers recommend Komatsu to friends, partners and associates

Superfine Sand and Sri Lakshmi Narasimha Metal Industries

Mr Malkondaiah's fleet includes 25 machines from Komatsu and L&T that he deploys in blue metal quarries and crushing operations. He has been associated with L&T for 14 years.

"Komatsu machines have served us well, and we are happy with their unparalleled performance," says Mr Malkondaiah. He makes it a point to recommend Komatsu machines to friends, partners, and associates.

ANDHRA PRADESH

Production with Komatsu machines is higher than other models

RVM Constructions

In his seven years of association with L&T, Mr Nama Vivek has bought seven Komatsu Machines used in road and irrigation projects.

"Komatsu machines offer excellent quality and higher production rates than other models," says Mr Vivek. On L&T CMB completing 75 years, Mr Vivek said, "I am interested in purchasing more Komatsu equipment".

L&T and Komatsu machines make businesses profitable

MSR Constructions

Mr M. Jayanth Reddy, associated with L&T since 2008, now owns 25 Hydraulic Excavators, one Compactor and a Wheel Loader. He uses them for road works, irrigation and crusher projects.

"L&T and Komatsu machines have increased productivity, low fuel consumption, low maintenance and long life," says Mr Reddy.

L&T machines help customers complete projects in time

New Sony Construction

Over his 14-year association with L&T, Mr Mohammed Javeed Khan has bought 23 Komatsu and L&T Machines operating in road works, crushing and irrigation projects.

He says, "Komatsu and L&T machines helped us complete a road project in Telangana's Naxalite infested area -- between Chintur and Madhugudem on time. I take this opportunity to wish L&T CMB the very best upon completing 75 years".



Customers look forward to continued relationships in upcoming projects

TM Granites, Ernakulam

Mr Yeshudas has been associated with L&T since 2018. His fleet includes eight Komatsu machines operating in blue metal quarries. "We are happy with their performance and services," says Mr Yeshudas. "Komtrax monitoring and reports help us understand monthly and daily performances of equipment".

On the occasion of L&T CMB completing 75 years, Mr Yeshudas says that he is happy to be associated with the L&T family and looks forward to a continued relationship for all his upcoming projects.

Lower fuel consumption, reason for considering Komatsu, L&T machines

Shalimar Mineral Industries, Malappuram

Mr P. V. Niyas' fleet operates in blue metal quarries, and he has been part of the L&T family since 2010. "Digital technology like Komtrax, the real-time equipment monitoring system, is very effective," says Mr Niyas. "L&T Wheel Loaders consume lesser fuel. It has been our reason for considering L&T machines."

On this occasion of L&T CMB completing 75 years, Mr Niyas conveyed that his company wishes to grow with L&T. "We are thrilled to be a part of the L&T family. We wish you all the best for all your future endeavours," he said.



Happy to be part of the CMB family

KJ Vasudevan Nair Granites, Thrissur

Mr Sassi Kumar has been associated with L&T for the last 16 years and works in blue metal quarries. "We are happy with Komatsu and L&T products and are happy to be part of the CMB family," says Mr Kumar. "Whatever be the issue, L&T executives and dealers are always available for support in Kerala."

On L&T CMB completing 75 years, this esteemed customer has extended his good wishes.

Customers are proud to be part of the L&T family

Calicut Granites (P) Ltd, Malappuram

Mr M Kunhamutty, associated with L&T since 2009, operates his Komatsu and L&T machines in blue metal quarries. Satisfied with these equipment, a happy Mr Yeshudas says, "We are proud to be a part of the large L&T CMB family".

Mr Kunhamutty conveys his best wishes to the L&T team on the occasion of 75 years and Komatsu for completing a century.

Relation with Team-L&T keeps it going for Amity Rock

Amity Rock Products Pvt Ltd, Pathanamthitta

Mr Abraham K. Thomas has been associated with L&T since 2008. His machines operate in blue metal quarries.

"We are happy with Komatsu products. Though we have purchased equipment from other manufacturers, there is a clear difference. It is the relationship with Team-L&T that keeps it going," says Mr Thomas. On L&T CMB completing 75 years, he said, "We convey our wishes and are happy to be a part of the L&T family".

TAMIL NADU

Komatsu PC200 & PC210 are the best machines

Chennai Mines

Mr P. Subramani has been associated with L&T for almost 18 years. His current fleet includes 15 Komatsu and L&T machines operating in blue metal quarries.

“Komatsu PC200 & PC210 are the best machines in their respective classes. They are suited especially for tough applications like blue metal quarry,” says Mr Subramani. “It is why I am using only Komatsu excavators at our quarry. Along with it, L&T Wheel Loader being the best productive machine, I did not even consider any other models”. He recalls, “When I started my business, I planned to buy a 13-tonne Hydraulic Excavator (HEX), but the L&T team advised me to purchase the 20-tonne HEX for my kind of operation.”

Komatsu aligns technology with current trends

Palanisamy Blue Metals, Madurai

Mr P. Shanmugam, associated with L&T since 2008, operates his machines in blue metal quarries.

He says, “Regular updated models and variants, including PC200 to PC210-8 and PC210-10M0, reaffirms Komatsu's capability of aligning technology with current trends”. He further said, “In the past 13 years, I learned a lot from L&T and grew along with them. I have always liked the simplicity and the approach of L&T's representatives.”

Komatsu PC210 is the only suitable model for blue metal

Sri Ganesh Blue Metals, Tiruvannamalai

Mr Subramani has been associated with L&T since 2011. His fleet of Komatsu machines operates in blue metal quarries. “I strongly believe Komatsu PC210 is the only model suitable for application in blue metal quarries. Therefore, to date, we prefer only Komatsu products,” says Mr Subramani.

“When I started my business in 2011, we realised that Komatsu PC200-6 machines are highly durable and reliable compared to any other machines in the market,” he says. “This is how our journey began with L&T. We are looking forward to your support in the future as well, and I am confident because L&T is a customer-centric organisation”.

Proud owner of Komatsu's first PC350LC-8M0 SE in Tamil Nadu

Nandhi Mining and Co, Chennai

Mr Devaraj uses his Komatsu machines for irrigation projects. Associated with L&T since 2018, he says, “Komatsu's PC-Series machines offer high quality and reliability. Due to lower prices, we used equipment from other manufacturers earlier but faced local service and parts availability issues.

“However, after purchasing Komatsu machines, we stopped looking for other equipment due to their excellent machine up-time”. He also says, “We are proud to be the first Komatsu PC350LC-8M0 SE Spec buyer in Tamilnadu. We used the machine for a lift irrigation project involving mass excavation work. Our principal contractor was fully satisfied with its performance. It was a very proud moment for us.”

Scheme Suraksha offers absolute peace of mind

Muthu Mani Transport, Tirunelveli

Mr Vetriveeran, associated with L&T since 2008, utilises his fleet for highways projects, coal transportation and at blue metal quarries. “Leveraging technology like Komtrax is commendable about Komatsu machines,” says Mr Vetriveeran. “With an attractive Suraksha scheme covering major components, we have absolute peace of mind”.

PARTNERING THE NATION



Having begun our journey as the nation gained its independence seven-and-a-half decades ago, we partnered in building a modern & self-reliant India, and shaping its dreams of tomorrow. Introducing new technologies and solutions for construction of roads & bridges, sea-ports & airports, dams & canals, power plants, mining minerals and in creating some of the key landmarks that the country proudly showcases to the world.

Today, as our India celebrates *Azadi ka Amrit Mahotsav*, we look forward to crossing new milestones as a trusted partner in nation-building, helping the country fulfil its mission of *Atmanirbhar Bharat*.



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