



Earthmover

NEWS

Customer Newsletter | April 2024

**KOMATSU AND L&T
SHOWCASE
NEW PRODUCTS
AND SUSTAINABLE
TECHNOLOGIES
AT**

EXCON



SNS TAKES OVER AS L&T'S CMD

M r S N Subrahmanyam (SNS), who was the CEO & MD of L&T, assumed the mantle of the Company's Chairman & Managing Director (CMD) effective 1 October, 2023. On 30 September, Mr A M Naik chaired his last L&T Board meeting, which was held at AMN Tower at Powai. There, to mark AMN's appointment as Chairman Emeritus, SNS presented him a specially designed memento. Later, AMN hoisted the L&T flag on the premises.

That evening, marking SNS's ascent to L&T's topmost chair, a glittering ceremony was hosted at Jio World Centre in Mumbai, where AMN handed over the L&T flag to SNS in the presence of the Directors and senior colleagues of L&T Group and their family members.

The grand event – resplendent with food, music and dance – marked the culmination of the meticulously planned leadership transition ceremonies spread over three months and four cities of Hazira, Vadodara, Chennai and Mumbai.

Some 1,200 people, comprising L&T's senior managerial employees and their spouses, attended the event and were witnesses to the watershed moment in L&T's collective history. Honouring AMN's larger-than-life corporate and philanthropic persona, India Post unveiled a postage stamp of him during the event.

In addition, a coffee-table book titled From Shop Floor to Top Floor and the cover of AMN's upcoming biography The Man Who Built Tomorrow were released by Mrs Geeta Naik, Mrs Meena Subrahmanyam and L&T's ECom members.

On handing over the reins, AMN



affirmed that he was confident SNS would take L&T to greater heights than ever before. SNS said that the enormity of the huge responsibility humbled him and gave credit to the employees for the ever-growing success of the Company.

The other dignitaries who extolled AMN's contributions and reposed confidence in SNS's unmatched leadership qualities include L&T CFO Mr R Shankar Raman, former CEO & MD Mr K Venkataramanan, former Whole-time Directors & Presidents Mr J P Nayak, Mr V K Magappu, Mr M V Kotwal, and former Whole-time Director & Sr EVP Mr S N Roy.

It was a star-studded evening with almost all the top brass of L&T present. They included Mr Subramanian Sarma, Whole-time Director & Sr EVP – Energy, Mr M V Satish, Whole-time Director &

Sr EVP – Buildings, Mr S V Desai, Whole-time Director & Sr EVP – Civil Infrastructure, Mr T Madhava Das, Whole-time Director & Sr EVP – Utilities, Mr Anil V Parab, Whole-time Director & Sr EVP – Heavy Engineering & L&T Valves, Mr J D Patil and Mr D K Sen Advisors to the CMD.

L&T Realty was represented by Mr Shrikant Joshi, CEO & MD, LTI Mindtree by Mr Debashis Chatterjee, CEO & MD and Mr Nachiket Deshpande, COO, LTTS by Mr Amit Chadha, CEO & MD and Mr Abhishek Sinha, COO, L&T Finance by Mr Dinanath Dubhashi, MD & CEO and Mr Sudipta Roy, COO.

L&T's Independent Directors Mr Hemant Bhargava, Mr Pramit Jhaveri, Mr Rajnish Kumar, Mr Sanjeev Aga, Mr M M Chitale, Mr M Damodaran, Mr Jyoti Sagar and Mr Adil Zainulbhai were also present.

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04

ECO-ENHANCED EXCAVATIONS

■ Dr B Veera Reddy, Director Technical at Coal India, talks about their sustainable mining journey and reliance on Komatsu machinery

Coal India's current mantra is 'Care for environment with sustainable mining'. What are your plans and proposals for making mining more sustainable with care for the environment?

Reply: As long as the demand for coal sustains, we are committed to mining it in an environment-friendly manner and economy of operations. Coal mining is not a significant polluter compared to burning or transporting coal. We are progressively increasing our opencast production through surface miners, which entail blast-free selective mining with minimal environmental damage. During FY 2023, production through this means was 378 MTs, which was 56% of our entire OC output,

representing a robust 21% year-on-year growth. We are increasing our surface miners' fleet further. Inpit crushers already operational help reduce the movement of dumpers, minimising diesel exhaust and lessening air pollution.

We are consciously switching over to eco-friendly mechanised transportation of coal through First-Mile Connectivity (FMC) projects. This significantly reduces the particulate matter and other gaseous emissions, as was proved by a pilot study conducted by the National Environmental Engineering Research Institute (NEERI) in two of our major opencast projects. This also lessens the burden on road movement. Other advantages include precise

quantity and quality coal loading through a combination of Coal Handling Plants and Silos with minimised human intervention. We are pursuing implementation of 61 FMC projects under three phases, with a total evacuation capacity of 763.5 MT per annum. By FY 2029, all the projects under three phases would have a total evacuation capacity of 914.5 MT per annum, including the existing 151 MTPA capacity.

Our greening efforts in mining areas with plantation of 31 lakh trees, over 1613 Hectares in FY 2023 exceeded the target of 1510 Hectares by attaining 107% satisfaction. This led to an annual carbon sink potential of 81,000 tonnes. Our focused efforts to achieve energy efficiency measures effectively reduced CO₂ emissions by 69,000 tonnes in FY 2023, which was 124% of the estimated goal of 55,780 tonnes. In the process, we saved 84.20 million KWh (units) of energy. We are also rooting for unlocking underground (UG) coal. India has enormous potential for eco and society-friendly UG mining, with 70% of coal amenable through this mode. The idea is to ramp up UG output to 100 MTs by 2030. We are taking measures to conduct energy audits

"We are progressively increasing our opencast production through surface miners, which entail blast-free selective mining with minimal environmental damage"

in our mines. We are also replacing the ageing mining fleet with modernised, eco-friendly, energy-efficient equipment. Pursuing solar power generation is a significant step in our net-zero aspirations. The effect of these cumulative measures will help lessen the adverse impact of mining operations to a large extent.

Query 2: What role does mining equipment play in making mining

sustainable in India?

Reply: Mining is becoming increasingly technology-driven and adapting to the advancement of modernised equipment for maximised output and minimal costs. Sustainable mining practices are reshaping the industry by reducing the negative impact of mining on the environment, promoting social responsibility and supporting economic growth. Rapid advances in technology innovation, including automation, digitisation and electrification, are fundamentally changing how the mining sector operates. These new technologies include autonomous vehicles, remote operating centres, automated drilling and more. They also contribute to real-time monitoring of environmental conditions and improving safety in operations.

Query 3: Coal India aims to achieve a billion tonnes of production this financial year. What role will technology play in helping the company achieve this growth?

Reply: CIL's target of 1 Billion Tonne output is for FY 2026. To achieve this, keeping abreast of the latest technological advancements, digitising and automating processes is imperative. Among the mass production technologies that CIL is planning, 50 continuous miners will be introduced by FY'25 with a production potential of 25 million tonnes per year (MT/Y). For the first time, CIL aims to deploy ten punch longwall

miners in a phased manner by FY'24 end in those OC mines which have reached their ultimate pit limit. Through this method, mineable coal assets can be extracted with favourable economic viability in an environment-friendly manner. In yet another eco-friendly step, we are adopting vibro-rippers, which extract overburden without blasting. In a first-of-its-kind venture, CIL has formally engaged a consultant for the complete digitalisation of 7 select mega opencast mines for accelerated performance using the latest data analytic technique to raise mine productivity and efficiency. Paste-fill technology is another area we are actively pursuing. It involves high-speed stowing. In contrast to conventional sand stowing, it uses fly ash to fill the void created by extracting coal from UG mines. It permits the mining of coal seams without disturbing surface features and addresses the disposal of fly ash menace as well. UG mineable coal assets can be extracted at a low cost with a low gestation period. This involves high wall mining and powered support long wall that CIL is pursuing. We are also revisiting 30 discontinued UG mines with private sector

participation. The locked-up coal assets can now be unearthed through improved technologies.

Query 4: How have Komatsu and L&T machines helped in CIL's operations?

Reply: One of the key benefits of choosing an eligible mining equipment supplier is their long-time expertise in the industry and understanding of the challenges and opportunities a mining company faces. In that, Komatsu and L&T understand the needs and geo-mining conditions of CIL's mines due to decades of association with CIL. Their machines are robust, turning out good performance and helping achieve production with lesser breakdowns and lower downtime.

Query 5: What has been the experience of Coal India and its subsidiaries with Komatsu and L&T machines?

Reply: So far, it has been satisfying. Their efficient, reliable mining machinery fleet meets our requirements in carrying out mining operations. The equipment ensure safety, lower emissions, and are equipped with environment-friendly features. ■



Quality - Reliability - Durability



SHOW STOPPER

Komatsu and L&T reinforce the commitment to sustainable technologies with new cutting-edge technologies

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Komatsu India Private Limited (KIPL) and Larsen & Toubro Limited showcased their technological prowess and service capabilities at the Excon 2023 event, demonstrating their commitment to the industry.

The overarching theme of the stall was centred around the concept of "Connecting People, Technology and Planet Together." Komatsu aims to showcase the symbiotic relationship between these three elements and their critical role today.

The Honourable Minister of Road Transport and Highways, Government of India, Mr Nitin Gadkari, visited the L&T Stall and inaugurated the Solar Cart manufactured by Larsen & Toubro and the environment-friendly 20-ton Komatsu Hybrid Hydraulic Excavator.

During the five show days, the stall was graced by dignitaries, including Shri V Prabhakar Reddy, Member of Parliament. Shri D.K. Shivkumar, Deputy Chief Minister of Karnataka.

Lieutenant General Raghu Srinivasan, Director General of the Border Roads also visited the stall.

The senior management team, comprising

Mr Yasunori Fujii, MD, KIPL, Mr Arvind K Garg, Senior Vice President & Head and Mr Vivek Hajela, Executive Vice President of L&T Construction and Mining Machinery, attended the event. Their participation in the event was notable, and their presence was a testament to the show's importance in the industry. The event was also attended by a gathering of Customers, finance partners, and company delegates, who convened to address the industry's emerging needs and technology requirements.

Keeping sustainability as the primary focus, Komatsu and L&T exhibited hybrid technology in the 20-ton category with the Komatsu Hybrid HB205 Hydraulic Excavator. Komatsu's Hybrid Powertrain System, which includes a Motor Generator, Inverter, Capacitor, and Electric Swing Motor Generator, is a significant step towards sustainability as it enhances fuel efficiency and reduces emissions.

The display included Biodiesel-compatible machines for the Indian Construction and Mining industry. Notably, Komatsu has introduced India's first mining truck compatible with biofuel. These machines are designed to work efficiently with B20 biodiesel without affecting performance or maintenance schedules. They can also run on 100% diesel,

offering flexibility.

At the show, nine Komatsu Construction Equipment models were showcased, including those with Hybrid Technology and Bio-fuel compatibility. The event showcased machines, including Hydraulic Excavators, Wheel Loaders, Crawler Dozers, and Motor Graders and the models featured were PC81, PC136, PC205, HB205, PC210, PC350, PC500, D85 and GD535.

Komatsu displayed their newly launched Hydraulic Excavator models PC81 & PC136 for the first time. Both machines are engineered to deliver efficiency, durability, and productivity. They feature a 'More Efficient' (ME) bucket that reduces fuel consumption and enhances operational efficiency. The HydrauMind hydraulic system incorporated in the Excavators provide precise control, while KOMTRAX enables Equipment monitoring and maintenance.

The introduction of Biodiesel-compatible and hybrid Equipment by Komatsu and L&T is a commendable step towards India's objective of achieving carbon neutrality. These sustainable technologies conform to environmental standards and enhance operational efficiency in the Construction and

Mining sectors. Komatsu's innovative biodiesel and hybrid technologies contribute significantly to global efforts to combat climate change and demonstrate the company's commitment to sustainability.

Additionally, six Road Construction and Material Handling machines manufactured by L&T Construction Equipment Limited (LTCEL) under the Atmanirbhar Bharat initiative were featured. These were L&T 9020 Wheel Loader, L&T S315R Skid Steer Loader, L&T 1190 Soil Compactor, L&T 990HFi Tandem Compactor, L&T 491 Mini Tandem Compactor and L&T 2490 HD Pneumatic Tyred Roller

Attachments were showcased which included Breaker JTHB 120, Breaker JTHB 210 and Quick Couplers from Komatsu. L&T attachments were showcased, including an L&T CB250 Crusher Bucket, an L&T SL230 Slope Compactor, an L&T RS250 Rock Splitter, and a Padfoot Drum.

Additionally, MOVAX showcased its piling solution. MOVAX is a leading manufacturer of excavator-mounted, automatically controlled piling and foundation equipment - and the inventor of the patented, modular side grip technology has been a partner of L&T in distributing such solutions in India. MOVAX offers an optimised way of piling for higher productivity and significant overall savings. The MOVAX products and solutions were showcased in the stall.

At the event, L&T's Kansbahal Business, for

the first time, showcased their Aggregate Crushing Solutions, which included Cone Crushers, Vertical Shaft Impactors, and Jaw Crushers. L&T is a leading manufacturer of large-size crushing solutions for minerals ranging from limestone to aggregate and metal ores.

Komatsu machines are digitalised and equipped with KOMTRAX tracking systems that enable users to monitor equipment health and increase efficiency. The integration of KOMTRAX, L&T Suraksha/Vishwas Machine Care Programme, and EquipCare has been designed to provide Customers with assurance and peace of mind. This comprehensive suite of services is tailored to meet the needs of Customers who seek to optimise the performance of their Equipment while maximising uptime and maintenance costs. The Komatsu stall had an audio-visual room for Customers to experience the depth of Komtrax reports and their benefits.

The exhibition provided an excellent platform for both companies to display their latest innovations in Construction Equipment and services and interact with key stakeholders and industry experts.

Komatsu is a leading provider of Smart Construction solutions. Our industry is rapidly changing and innovating, where advanced automation and integrated technologies intersect. With Smart Construction solutions, you can leverage technology to obtain accurate data, comprehensive reporting, and

remote capabilities. Komatsu's introduction of SMART Technologies aligns well with the increasing demand for sustainable technologies in infrastructure projects. Komatsu Oil and Wear Analysis (KOWA) Laboratory is a state-of-the-art Nagpur facility offering one of the market's most technically advanced oil analysis programs. The Indian Construction Equipment industry is essential for the nation's economic growth, with aspirations to become the world's second-largest by 2030. However, the ongoing boom in the equipment population creates significant problems in machine performance due to various failures related to maintenance issues, especially related to engine & hydraulic oils and other lubricants. With Komatsu Oil and Wear Analysis, Customers can make informed decisions regarding the operation and maintenance of their fleets.

Lookalikes don't work alike! Our parts team showcased the range of Genuine Parts and explained to visitors the importance of using them through dedicated parts and a lubes display that optimises machine uptime. The L&T pavilion also featured a Reman Engine, a Hydraulic Pump, a Control Valve and a Swing Motor.

Komatsu and L&T Construction & Mining Machinery endeavours to eradicate the conventional perception regarding the limited participation of women in the Construction and Mining sector by offering a platform for them to showcase their skills. 



Team L&T at Excon 2023



A wide angle view of L&T's stall

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The Honourable Minister of Road Transport and Highways, Gol, Shri Nitin Gadkari, visited L&T stall. He was welcome by Mr. Y. Fujii, MD, KIPL and Mr. Vivek Hajela, EVP, L&T Construction & Mining Machinery



Shri D. K. Shivakumar, Deputy Chief Minister of Karnataka, graces the L&T Stall



Mr V Prabhakar Reddy, Honourable Member of Parliament (Rajya Sabha) visits the L&T Stall



Lieutenant General Raghu Srinivasan, Director General of the Border Roads Organisation visits the L&T CMB Stall



Mr Mohit Chadda, MD and Mr Manish Chadda, Director, Caliber Mercantile Pvt Ltd, with Mr Arvind K Garg, Senior Vice President & Head, L&T Construction & Mining Machinery



Mr Pankaj Agarwal, Vice President, Shree Cement Ltd, in discussion with Mr Arvind K Garg, Senior Vice President & Head, L&T Construction & Mining Machinery and the L&T team



Directors, Mr P S Dhillon and Mr N S Dhillon of Dhillon Construction Pvt Ltd with Mr Arvind K Garg, Senior Vice President & Head, L&T Construction & Mining Machinery and the L&T team



Mr Navinbhai Dholu, MD, Durga Infra Mining, with Mr Arvind K Garg, Senior Vice President & Head, L&T Construction & Mining Machinery

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Mr Rahulbhai Dholu, Director, Mahalaxmi Infraprojects at the L&T Stall



Mr Biswaranjan Padhi, Vice President - Mines, JSW Steel Ltd with Team L&T



Mr M Devaraju receives the symbolic key for a Komatsu Hydraulic Excavator



Mr A S Sunil, Proprietor, S&S Earth Movers receives the symbolic key of Komatsu Hydraulic Excavator from Team L&T



Key handover of Komatsu PC210 to Mr Balusu Srinivasulu, MD, BSR Infratech & Mr Chandrashekar, MD, Star Infratech



Key handover of LTCEL Vibratory Compactor to Mr Sonal, Proprietor, Hoysala Constructions



Mr Suresh of Sri Lakshmi Venkateshwara Earth Movers & Mr Ganesh of Sri Ganesh Earth Movers receive the symbolic key of Komatsu Hydraulic Excavator



Mr M Raju receives the symbolic key of Komatsu Hydraulic Excavator from Team L&T



Mr Shanmugham, Partner, Sri Amman Infrastructure receives the symbolic key of Komatsu Hydraulic Excavator



Mr Jagadish, Proprietor, JK Infra Developers Pvt. Ltd at the L&T Pavilion



Mr Mahadevappa receives the symbolic key of a Komatsu Hydraulic Excavator from Team L&T



Mr Mahadev Tondikatti receives the symbolic key of a Komatsu Hydraulic Excavator



Mr Chanaveer Birada receives the symbolic key of a Komatsu Hydraulic Excavator from Team L&T



Mr Adarsh Chauhan, Partner, Balaji Construction receives the symbolic key of Komatsu Hydraulic Excavator



Team L&T hands over the symbolic key of Komatsu Hydraulic Excavator to Mr Surya Chandra and Mr Anil, Directors at Janaki Rama Projects



Mr Dinesh Shetty, Proprietor, N M Aggregates and his team receive the symbolic key of Komatsu Hydraulic Excavator



Mr Safvan, Proprietor, M R Constructions, receives the symbolic key of L&T 491 Mini Tandem Compactor at L&T's stall



Mr Shivanagoud Hosagouda, Proprietor of SC Hosagoudar Contractor receives the symbolic key of Komatsu Hydraulic Excavator from Team L&T



Mr Siddappa Kilari and his team receive the symbolic key of Komatsu Hydraulic Excavator from L&T Engineers



Mr Y Sivarami Reddy, Managing Partner of Sri Shiva Sai Mining Agency, visits L&T's Stall



Mr P Mookherjee, Head MEB hands over the symbolic key of L&T 9020 Wheel Loader to Mr Sanjoy Mukherjee of L&T Construction



Symbolic key handover to Mr Ananda Raju, Purchase Head at HES Infra Private Ltd at L&T's Stall



Mrs K K Bharathi, Purchase Head at Harsha Constructions Pvt Ltd receives the symbolic key of Komatsu Hydraulic Excavator



Mr Santosh Simhadri, Purchase Head at VRC Constructions, receives a symbolic key of Komatsu Hydraulic Excavator from EVP, L&T CMB, Mr Vivek Hajela

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Mr MS Anwar Jani, P&M GM, Re Sustainability Ltd receives the symbolic key of a L&T Road Machinery Equipment from L&T Officials



Mr GVS Narayan Reddy, CEO, VPR Mining Infra Pvt Ltd at L&T's pavilion along with Mr Y Fujii, MD, KIPL and L&T Officials



Managing Director, APS Enterprises, Mr S Vasudevan is showered with petals as he receives the symbolic key of Komatsu Hydraulic Excavator at L&T's Stall



Director, BGR Mining Ltd, Mr B Karthik Reddy at L&T's stall along with Mr Y Fujii, MD and Mr Hiroshi Myojo, VP, KIPL, Mr Vivek Hajela, EVP, and Mr K A Sruvan Kumar, Head, PSD



Key handover of L&T 9020 Wheel Loader to Mr Singhu Ramesh Babu, owner of Sai Yasasvi Stone Crusher, with Mr Srinivasa Rao, Managing Partner, Sai Krupa Stone Crusher



Mr Chandragiri Dheeraj Kumar, owner, Srujana Mining & Minerals receives the symbolic key from Team L&T



Mr K Suresh, Managing Partner, Venkata Krishna Metal Stone Crusher & RMC and his family at the L&T Stall



Mr T R Reddy, Managing Partner, PSN Reddy & Co. receives the symbolic key of a Komatsu Hydraulic Excavator from Mr Hiroshi Myojo, VP, KIPL and Mr M Naganand, GM & Head, CEB 2



Mr S Chanadrashakar, Head P&M, Lakshmi Infra Developers Pvt Ltd receives the symbolic key of Komatsu Hydraulic Excavator from Team L&T



Mr P Ramana, Managing Partner, BVL Shipping at the L&T Stall



Mr T. Appalaraju from Sri Manikanta Lorry Services & Earth Movers at L&T's Stall



L&T Engineers update Mr. Mallikarjun of SS Rocks on the latest in Construction Equipment



Symbolic handover of Komatsu HB205 Hybrid Excavator to Mr S Pari, President, ExNoRa International, led by Mr Y Fujii, MD, KIPL and Mr Vivek Hajela, EVP, CMB



Mr Ammanulla, Proprietor, AAA Earth Movers, receives the symbolic key of Komatsu Hydraulic Excavator from Team L&T



Mr C. Rajashekar, Proprietor, C Rajashekar, receives the symbolic key of Komatsu Hydraulic Excavator from L&T Engineers



Proprietors, Mr A Veera of Nandha Agency and Mr Lenin of LS Infraatech receives symbolic key of Komatsu Hydraulic Excavator



Mr Senthil Kumar, Proprietor, SSK Earth Movers receives a symbolic key of Komatsu Hydraulic Excavator from KIPL and L&T Officials



Mr C Anbalagan, MD, Ajantha Earth Movers receives the symbolic key of a Komatsu Crawler Dozer



Petals shower on Mr Dhanush, Partner, Abi Earth Movers as he receives the symbolic key of Komatsu Hydraulic Excavator



L&T Engineers handover the symbolic key of Komatsu Hydraulic Excavator to Mr Natarajan, Proprietor, NR Blue Metal



Mr Elango, Proprietor, Gangai Enterprises receives the symbolic key of Komatsu Hydraulic Excavator



Team L&T hands over the symbolic key of Komatsu Hydraulic Excavator to Mr R Glastin Raj, Director, Raymix Concrete India Pvt Ltd



Mr Gowtham, Proprietor of JPI Stone Crusher, being handed over the symbolic key of Komatsu Hydraulic Excavator



Team L&T hands over the symbolic key of a Vibratory Compactor to Mr Muthuraj, Proprietor of SMR Infra Equipments



Mr Moorthy, Propreitor, MNV Earth Movers receives the symbolic key of Komatsu Hydraulic Excavator



Symbolic key handing over of L&T 990HFi and L&T 1190D to Mr P. Annadurai, Managing Director, K.P & Sons



Symbolic key handing over of L&T 990HFi to Mr Sangeeth Kumar, Managing Director of Sasi Road Finisher & Engineering Contractor



Mr S Subramaniam, Managing Partners, Valar & Co. and his son, Mr Udhaya Nidhi, receive the symbolic key for an L&T Machine



Mr D Selvamani & Mr S Sanjeev Kumar, Managing Partners, K.Rajagoaplan & Co receive the symbolic key of Komatsu Hydraulic Excavator



Mr K Gnanasekaran and his daughter Mrs Saranya, Managing Partners, Sri Blue Metals receive the symbolic key of Komatsu Hydraulic Excavator from team KIPL and L&T



Mr Peter Joseph, MD and Mr Renjith MS, GM of J&P Sand and Aggregates International Pvt Ltd with Team L&T



Team L&T hands over the symbolic key of Komatsu Hydraulic Excavator to Mr Jacob Thomas, Managing Director, Plackatt Granites Industries



Mr Sudhakaran P, Managing Partner and Mr Anzar Basheer, Partners of Quality Stone Crusher receive the symbolic key of Komatsu Hydraulic Excavator



Mr Thomas George, Managing Director, Thottakkara Construction receives symbolic key of Komatsu Hydraulic Excavator



Team L&T led by Mr Vivek Hajela, EVP, CMB and Mr H S Hande, CE, LTCEL, handing over the symbolic key of Mini Compactor to Mr Harpreet Sahni of Rapid Infra Equipments



Mr Lasse Mannola, MD, Movax Oy hands over the symbolic key of a Movax Attachment to Mr Vijay Kumar of Ajay Kumar Contractor



Mr Vivek Hajela, EVP, L&T CMB and Mr Hiroshi Myojo, VP, KIPL hands over the symbolic key to Mr Sudhir Kumar, Director, Ram Kripal Singh Construction Pvt Ltd



Mr Yashpal Jain, Partner, JB Infrastructure at the L&T Pavilion



Proprietors, Mr R S Negi of Rajinder Singh Negi Govt Contractor, Mr O P Mehta of Mehta Stone Crusher and Mr A Sahuta of Laxmi Stone Crusher at the L&T Pavilion



Mr A Ahmad, Partner, FM Enterprises, Mr R Thakur of Thakur Earthmovers and Mr S Ahmad at the L&T Pavilion



MD, MVD Infra, Mr Prem Shankar Jaiswal, receives the symbolic key of a Road Making Machinery Manufactured by L&T



Mr Baqaullah Habib, MD, Hindustan Construction receives the symbolic key of L&T 990HF



Mr Virender Singh, MD, Jai Shri Buildcon at the L&T's Pavilion



Mr D P Singh, MD, R & C Infraengineers Pvt Ltd at the L&T Pavilion



Mr Girish Pal Singh, Director, HG Infra Engineering Ltd receives the symbolic key for Komatsu Hydraulic Excavator from Mr Y Fujii, MD, KIPL



Mr Nitin Bansal, Director, NTC Ventures Pvt Ltd receives the symbolic key from Mr Vivek Hajela, EVP, L&T Construction & Mining Machinery



Mr Veera Reddy, Director, Sai Bhawani Infrabuild Pvt Ltd receives the symbolic key of L&T Equipment from Mr Vivek Hajela, EVP, L&T Construction & Mining Machinery



Mr. Yashwant Sonavane of Pradnya Buildcon receives the symbolic key of Komatsu Hydraulic Excavator from Mr Hiroshi Myojo, VP, KIPL and Mr M Naganand, GM and Head, CEB2



Mr K Rangrao Gaikwad from KSR Construction and Mr S S Patil of Sopan D Patil Construction receive symbolic key of Komatsu Hydraulic Excavator from L&T Engineers



Mr R B Gaikwad of RBG Group receives the symbolic key of Komatsu Hydraulic Excavator from Mr M Mahesh, DGM, KIPL



Mr Jagdish Kadam, MD, Raj Path Infracon Pvt Ltd receives the symbolic key of Komatsu Hydraulic Excavator from L&T Engineers



Mr Sunil Ghatul, Director, Balraje Construction receives the key for L&T Road Building Equipment from L&T Engineers



Directors, Sitaram Infraproject Pvt Ltd, Mr Sandip Patel and Mr Ankit Patel receive the symbolic key for Komatsu Hydraulic Excavator



Mr Amit Biyani receives the symbolic key of Komatsu Hydraulic Excavator from L&T Officials



L&T Engineers handover the symbolic key of Komatsu Hydraulic Excavator to Mr Nikhil Dalavi, Owner, Sai Enterprises at L&T's Stall



Mr Vishwajeet Kale receives the symbolic key of a Komatsu Hydraulic Excavator



Mr M Naganand, GM & Head, CEB2, hand over the symbolic key of Komatsu Hydraulic Excavator to Mr Balasaheb Deshmukh of Deshmukh & Company



Mr Dashrath Nawale of Rajaram Nawale receives the symbolic key of Komatsu Construction Equipment



Thakur Infraprojects key figures, MD, Mr P Thakur, Director Mr A Thakur, GM, Mr A Lal and Mr S Thakur, receive the symbolic key of Komatsu PC210 from Mr Sanjay Karkala, GM and Head CEB 1



Mr Yash Walekar, Proprietor Shreeram Enterprises receives the symbolic key of L&T Road Making Machinery



Mr Mukesh Patil, Director, Patil Sand Depot and team at L&T's Stall



Mr Hafeez Gangji, Partner, Nazneen Material Handling Co. and Mr Haamidali Nasser, Partner, Nasser Global Links at the L&T Pavilion



Mr Sadanand Nayak, Sr VP P&M, Kalpataru visits L&T Stall



Mr Phoolchand Jaiswal, Proprietor, Shree Ganesh Construction checks out new Hydraulic Excavators at L&T's Stall

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Mr Sagar Thakur, Owner of K H Thakur, at L&T's Stall



Owner, Mr Varun Mhatre along with Project Manager Mr Deepak visit L&T Pavilion to experience cutting-edge technologies



Mr Raju Kallal of Raj Associate and Mr Sandesh Mahale of Trinity Sand at the L&T Stall



Mr Amol Mahajan and Mr Deepesh Bandopadhyay from Kalpataru Projects International Ltd visit the L&T's Stall to get abreast with the latest in Construction Equipment



Mr Harsh, Head-Operations, Ram Engineering at the L&T Stall



Mr S R Waskar, Mr Sandeep Gharat and Mr Ashok Kamble from S R Waskar visit L&T's Stall



Mr Rahul Thorbole, Mr Pankaj Garg and Mr Piyush Roy, IRB Infrastructure Developers Ltd visit L&T's Stall



Mr Tarun and Mr Ravi, Partners, Reliable Equipment at the L&T Stall



Mr Manoj Dokania, Director and Mr Siddu Jakkannavar, GM-P&M, Balajee Infra discussing equipment technology with L&T Engineers



Mr Dhanraj Khot, Owner, Om Construction at L&T Stall



Mr Mihir Mishra, GM-P&M, Afcons visits L&T's Stall for the latest in construction technology



Mr Nitesh Munoth from Arham Developers at L&T's Stall, along with Mr Y Fujii, MD, KIPL and Mr Vivek Hajela, EVP, L&T CMB



Mr Shakeel Chauhan, VP (Projects), Mr Anuran Ghatak VP (P&E) and Mr Sunil Rao, DGM (P&E) from Patel Engineering at L&T's Pavilion



Mr Shivang Kagzi, GM, SILA Solutions Pvt Ltd at L&T's Stall



Mr Deva Kalal, Owner, Trimax Rocks LLP at L&T's Stall



Mr Rao, Operations Head, Antony Lara at L&T's Stall



Mr R Prajapati, Technical Manager, Mr M Arora, Purchase Manager, Mr Digant, Maintenance Manager from JNP Project Pvt Ltd at L&T's Stall



Proprietors of Aditya Enterprise, Mr A Vasava and Mr D Vasava at L&T's Pavilion



Mr Kunal Ahir, Proprietor, Yogeshwar Enterprise along with L&T Engineers at L&T's Stall



Mr Vaibhav Patel, Director, Ranjit Buildcon Ltd at the L&T Stall



Mr Naresh Keshwala, Owner of Dhairya Construction, at L&T's Pavillion



Mr Dhiraj Girish Maske receives the symbolic key of Komatsu Hydraulic Excavator at the L&T Stall



Mr Nasir Khan, Proprietor of MIC Stone Industries at the L&T's Stall



Mr Akshay Sancheti, ED, SMS Ltd, receives the symbolic key of Komatsu Hydraulic Excavator from Mr Y Fujii, MD, KIPL in the presence of Mr Arvind K Garg, Senior Vice President & Head, L&T CMB

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Mr Arjun Singh, Proprietor, Arjun Singh Earthmovers at the L&T Stall



Mr Subham Tayde, Proprietor, Tayde Stone Crusher at L&T's Stall



Mr Aman Kushwaha, Partner, JKK Stone Crusher receives the symbolic key of Komatsu Hydraulic Excavator from Team L&T



Mr Gautam Kundu, Proprietor G K Enterprise receives the symbolic key for an L&T Vibratory Compactor from L&T Officials



Mr Thygarajan, MD, Gurumurthy Engineering Enterprises with Team L&T



Mr Kannan, Proprietor, Kannan Mines visits L&T Pavilion



Mr Rajesh Parwal, MD, Crystal Aggregate with the KBL Team



Mr Krishna Gowda, Lakshmi Stone Crusher, along with Team L&T



Mr Anil Das and Mr Uday Aditya Goswami, Directors at Anil Das Constructions Pvt Ltd and Sailaja Commercial receive the symbolic key from L&T Officials



KIPL and L&T Team handing over the symbolic key of Komatsu Hydraulic Excavator to Mr Pramod Kumar Badajena



Mr Akash Prasad, Partner of Satendra Prasad, receives the symbolic key of Komatsu Hydraulic Excavator



Team L&T hands over the symbolic key of Komatsu Hydraulic Excavator to Mr Tarun Mohanty, Managing Partner, Big Build Infrastructure & Co.



Mr Priyabrata Das, Proprietor, Kiran Kumar Das and Mr Sajal Kumar Moulik, Proprietor, Rinki Moulik receive symbolic keys for Komatsu Hydraulic Excavators



Team L&T hands over the symbolic key of Komatsu Hydraulic Excavator to Mr Rabindra Padhy



Mr Raman Ranjan Agrawal, GM, Infrabuild Pvt Ltd, receives the symbolic key of Komatsu Hydraulic Excavator in the presence of Mr Vivek Hajela, EVP, L&T CMB



Mr Sai Swaroop Reddy N, Director, Swaroop Teja Developers LLP receives the symbolic key of Komatsu Hydraulic Excavator

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Mr Brahmanand Pandey, President, Thriveni Earthmovers Pvt Ltd with Team L&T



Mr Aditya Baghel, Vice President, Sical Logistics Ltd at L&T's Stall



Mr Trilok Singh, Director, Mansarovar Logistics Pvt Ltd at L&T's Pavilion



Ladies trained in operating machines demonstrate Hydraulic Excavators

INTRODUCING THE KOMATSU PC81: BUILT TOUGH

Discover the Komatsu PC81: a blend of innovative engineering, impeccable quality, and unmatched operational efficiency

In the bustling world of construction, where productivity, durability, and performance are paramount, the new Komatsu PC81 Hydraulic Excavator stands tall. "Built Tough" is the embodiment of what this machine represents. The PC81 showcases Komatsu's commitment to innovation and superior quality, built to deliver sustained profitability over the long term.

Lower Fuel Consumption, Higher Productivity

The Komatsu PC81 doesn't just claim efficiency—it proves it. With a fuel consumption that's 10% lower, it ensures that you save money with every scoop. This is complemented by a specially engineered 'More Efficient' (ME) bucket, which not only ensures high productivity but also further contributes to reducing fuel consumption, thus delivering the lowest excavation cost per cubic meter of material handled.

Quality, Reliability and Durability

Komatsu's commitment to quality shines through in the PC81. Reinforced structures, a sturdier boom and arm, and the heavy-duty undercarriage are designed to weather even the toughest job sites. The reinforced idler guard and thicker track shoe ensure longevity, while additional features like the rock breaker adaptation kit make it versatile and suitable for any attachment adaptation ranging from rock breakers, orange peel grapples, electromagnetic material handling equipment, demolition tools and various cutters.

Safety and Ease of Operations

With Komatsu, the operator is always at the centre. The spacious, ergonomic cabin boasts superior visibility, ensuring that operators can



Quality - Reliability - Durability

work with precision. Additional lamps enhance night-time visibility, and the cabin mesh guard acts as an extra shield, protecting the operator from potential hazards. And with controls easily within reach, operating the PC81 feels almost second nature.

The Power of HydrauMind

The Komatsu PC81 comes equipped with the cutting-edge HydrauMind hydraulic system, a testament to Komatsu's forward-thinking approach. This system, backed by nearly 200 patents, offers unparalleled control and precision. Whether you're digging, lifting, or manoeuvring, the HydrauMind system adjusts seamlessly, ensuring optimal speed and power. The result? A machine that feels like an extension of the operator, making even

the most complex tasks seem effortless.

KOMTRAX: Your Personal Machine Guardian

With KOMTRAX, you can keep an eye on your equipment 24/7. This revolutionary tracking

system lets you monitor your machine from anywhere, offering insights into its operation and location. Maintenance planning is more streamlined than ever. KOMTRAX, coupled with L&T

Vishwas machine care programme and EquipCare, is designed to deliver peace of mind. ■

**Pioneering precision,
unmatched resilience,
and groundbreaking
efficiency**

Quality - Reliability - Durability

KOMATSU PC136

Hydraulic Excavator

**PRODUCTIVITY
BEAST**

evident in the PC136. The excavator boasts high-rigidity work equipment, a sturdy frame structure, and original Komatsu major components. The Cyclone-type air pre-cleaner ensures the machine can handle dirty and challenging environments, while structural reinforcements and the idler guard further enhance its durability.

Safety and Comfort: Safety is paramount, and the PC136 is designed with this in mind. From the cabin mesh guard that provides additional operator safety to the thermal guard around high-temperature engine parts, every detail is considered. The spacious cab interior, ergonomically designed operator's seat, and low vibration with cab damper mounting ensure comfort during long hours of operation. Additionally, skid-proof steps provide a safer grip during maintenance.

Innovative Features: Komatsu's unique HydrauMind system makes the PC136 one of the most sophisticated excavators in the Indian market. This system, which has earned Komatsu almost 200 patents, ensures seamless operation, making the machine feel like an extension of the operator.

KOMTRAX: Optimise your maintenance planning and fleet management with the advanced patented telematics KOMTRAX. This innovative system offers full machine monitoring, total fleet management, and easy access to machine information from anywhere.

Special Offers with Vishwas – 7500: Experience the best with a 3-year/7500-hour extended warranty, free service for 7500 hours, and more exciting offers which deliver peace of mind while managing your asset..

Embrace the future of excavation with the Komatsu PC136 – where unmatched productivity meets unparalleled efficiency. 

KOMATSU PC136: THE GAME-CHANGING EXCAVATOR

■ Introducing the Komatsu PC136, a groundbreaking entry in the 14-ton Hydraulic Excavator segment. This productivity beast is not just about power; it's about precision, efficiency and innovation

Productivity and Efficiency: The PC136 is powered by the robust Komatsu SAA4D95LE-3 diesel engine. This machine offers an active mode for faster cycle times, ensuring faster production and best-in-class fuel efficiency. The advanced CLSS hydraulics ensure fine control and swift working speeds. With two boom settings, Smooth & Power, operators can easily toggle between modes depending on the application,

ensuring optimal performance. Thanks to the incorporation of the ME bucket, which is a unique excavation technique. The machine delivers higher performance with significantly reduced fuel consumption by approximately 10%, ensuring high productivity while being economical.

Quality, Reliability and Durability: Komatsu's commitment to excellence is



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■ L&T celebrates selling the 1,000th HD785 Dump Truck, showcasing Komatsu's quality and L&T's commitment to Customer satisfaction

Komatsu HD785 dump trucks, utilised for transporting minerals and overburden at mines, are equipment that exceed the width and length of an average car by twofold and weigh at least 40 times as much. In terms of height, they are comparable to a two-storey house and have the capacity of two 20-meter standard shipping containers.

Komatsu India Pvt Ltd (KIPL), the Indian arm of the Japanese construction and mining equipment major Komatsu Ltd, manufactures these colossal machines, the HD785 Dump Trucks, incorporating advanced sustainable technologies at its plant in Oragadam, Tamil Nadu. L&T, responsible for the sales and after-sales services of these giants, recently achieved a significant milestone by selling the 1,000th HD785 Dump Truck since its launch.

The HD785 Dump Truck is a reliable

workhorse, and this accomplishment attests to the exceptional quality and dependability of Komatsu machines and L&T's ability to ensure productive and profitable operations. Through continuous monitoring and timely maintenance by L&T engineers, these trucks have consistently maintained high uptime for several years, surpassing notable milestones. In fact, L&T CMB places customer-centricity at the core of its operations, with engineers consistently going the extra mile to meet customers' needs.

Today, around 2,800 mining machines supplied and maintained by L&T engineers operate seamlessly across minerals such as coal, limestone, iron ore, bauxite and many others. These machines play a crucial role in ensuring the uninterrupted supply of critical minerals for companies like Tata Steel, Shree Cement, Adani Cement, Ultra Tech, JSW Steel,

Coal India, Singareni Collieries (SCCL), HZL and NMDC. Renowned contracting companies like VPR Mining, Sushee Hitech, GRN Construction, Dhansar Engineering and Durga Infrastructure Mining also rely on Komatsu machines for their large mining equipment fleets, endorsing their Quality, Reliability and Durability.

L&T's unwavering commitment to prioritising Customers has enabled them to set new benchmarks in service delivery. L&T firmly believes that success lies in providing excellent service, which has fostered longstanding relationships with Customers over generations. To uphold this motto, L&T has embraced large-scale digitalisation, utilising tools to optimise operations, reduce fossil fuel consumption, and minimise peripheral costs, ensuring owners derive maximum value from their fleets.

Many of these machines are deployed in remote locations with limited accessibility and communication. Nonetheless, L&T's Product Support ensures that these state-of-the-art machines receive top-notch service and have access to spare parts promptly, keeping them

Komatsu HD785 dump trucks, the giants of the mining industry, have reached a significant milestone in sales and reliability

operational. The logistics of delivering spare parts to even the most challenging remote corners of the country exemplify L&T's capabilities, achieved through the adoption of advanced supply chain and inventory management technologies. ■



MAGNIFICENT MONOLITHS

■ Komatsu PC2000 exceeds expectations with 70,000 hours of operation, demonstrating unmatched performance and power in mining

Imagine a behemoth mining machine dwarfing a house in size, boasting an engine that rivals the ferocity of a jet turbine. This magnificent machine possesses a mechanical arm of extraordinary reach, extending skyward to the towering heights of a three-storey dwelling which effortlessly lifts the weight of a staggering twenty cars in a single sweep.

Meet the Komatsu PC2000 Hydraulic Excavator-Backhoe. Launched in 2010-11, today, more than 60 of these gigantic machines are operating untiringly at various coal and iron-ore mines. But that's not all-the endurance of these machines is a true marvel; four have already toiled tirelessly for an astonishing 70,000 hours each. To put this phenomenal feat into perspective, it has outlasted the typical lifespan of a car engine thrice over.

These colossal machines tirelessly excavate coal and overburden, ensuring a consistent power supply to the nation. This unparalleled achievement has been possible through the exceptional after-sales support provided by L&T Construction & Mining Machinery, guided

by the philosophy "In Service Lies Success."

To guarantee maximum uptime for these machines, an integrated Komtrax Plus (Vehicle Health Monitoring System) system persistently assesses the condition of crucial components, facilitating remote analysis and operation. L&T and the Komatsu service team collaborate in this process, resulting in optimum repair expenses and high availability. The system tracks engine oil levels, coolant temperatures, coolant levels, battery charges, and air filter clogging. Any detected abnormalities are instantly displayed on a monitor panel, indicating oil and filter replacement times once the replacement interval is reached. With these cautions, the team can continuously monitor machine parameters like exhaust temperature, engine oil pressure, blow-by etc. Any deviation detected can be attended to immediately, and failures can be prevented.

The accomplishment testifies to the world-class Quality, Reliability and Durability of Komatsu machines, complemented by L&T's ability to ensure their longevity and safety. L&T engineers' continuous monitoring and timely maintenance have kept these machines

operating with high uptime for years, achieving milestones that are difficult to match. As the equipment continue to run at their respective project sites, their increasing hours of operation render L&T and Komatsu's feat even more challenging to replicate.

Leveraging unmatched expertise from decades of experience across various sectors and project locations, L&T excels in offering Full Maintenance Contracts. Today, L&T boasts top-notch customer support through its highly skilled engineers and technicians, proficient in scientific parts planning and depot locations, embodying the Science of Service. This approach guarantees optimal availability and productivity for L&T's valued clients in the most cost-effective manner.

To provide the best support in the shortest time possible, L&T CMB has established state-of-the-art Service Workshops at strategic locations. In addition, our service executives are posted at mines where these large machines operate to offer 24x7 support. Central Warehouses of L&T and Komatsu,

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**The extraordinary
Komatsu PC2000 is a
testament to the
unrivalled Performance,
Power and Durability in
the mining industry**

centrally located at Nagpur, efficiently addresses the demand for spare parts.

L&T's Customer value agreement encompasses comprehensive plans, full maintenance contracts, site support agreements, remote asset management, and lifecycle solutions. These value-added features prolong equipment life. Consequently, customers' trust in the company has grown, with many having partnered with L&T for over four decades. ■

BEHEMOTH BENCHMARK

■ Komatsu's D475A-5E0 Dozer clocks over 42,000 hours of operation, showcasing its durability and reliability

In the vast landscape of mining, where machinery not only defines outcomes but also sets the pace, milestones are more than just numbers; they're symbols of excellence and trust. L&T and Komatsu recently celebrated such a landmark moment. The Komatsu Crawler Dozer D475A-5E0, an epitome of Japanese engineering, marked its 50th unit's sale in the country. One of these mammoth machines has already clocked over 42,000 hours of operation, showcasing its durability and reliability.

Imagine the scale of this mechanical giant: width equivalent to two cars parked end-to-end, towering 1.5 times the height of a standard single-story house, and stretching just a bit longer than a city bus. But this isn't just a testament to size. With a weight equivalent to a staggering 72 cars combined, this dozer moves with grace and power thanks to the innovative Electronic Controlled Modulation Valve (ECMV). Such is the sheer

power of this machine that its blade can actually push a dump truck at 2 km/hour. In the technical language, the blade's drawbar pull or push is 85 tons at 2 km/hour.

Its acoustic signature, a mere 70dB(A) for the

L&T ensures that these machines, operating in diverse locales, receive unparalleled care

operator and an external dynamic noise of just 110dB(A) is surprisingly gentle for its might.

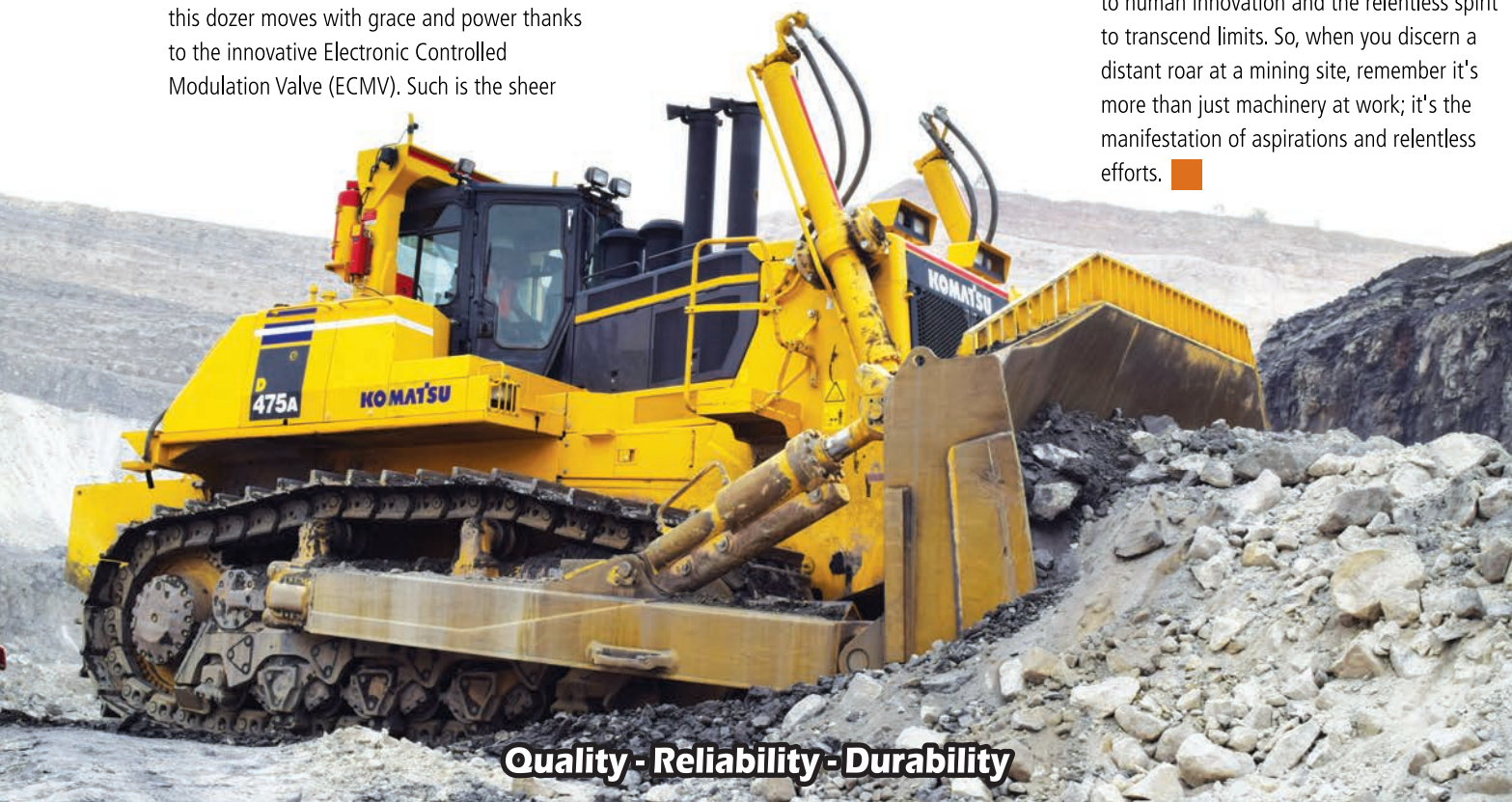
Beyond its raw power, the D475A-5E0 is a design marvel. Its low machine profile exudes an impeccable balance, overshadowing its colossal dimensions. The blade, a fundamental

component, commands capacities of 27.2 m³ for the Semi-U variant and an impressive 34.4 m³ for the U dozer.

But the tale doesn't end with the machine itself. L&T, a visionary in the field, ensures that these machines, operating in diverse locales, including the most remote, receive unparalleled care. Through cutting-edge technologies and a team of dedicated engineers, L&T has obliterated the notion of distance, proving that service excellence knows no boundaries. Imagine a location with scarce accessibility and communication; a challenge? Not for L&T. Armed with advanced supply chain and inventory management technologies, they guarantee that spare parts reach even the most isolated spots, ensuring these engineering wonders never miss a beat.

In essence, the story goes beyond metal and mechanics. It's about the people behind the scenes, the unwavering dedication, the technological strides, and the unyielding belief in crafting something unparalleled. It's a salute to human innovation and the relentless spirit to transcend limits. So, when you discern a distant roar at a mining site, remember it's more than just machinery at work; it's the manifestation of aspirations and relentless efforts. ■

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Quality - Reliability - Durability

COLOSSAL CONQUEROR

■ Deep in Maharashtra's Chandrapur, ACC Chanda Cement's Komatsu PC1250-8R machine celebrates 50,000 operational hours, a testament to engineering and dedication

Deep in the heart of Chandrapur, Maharashtra, at ACC Chanda Cement Plant, the sun beats down on a vast expanse of land. Amid the dust and the din, a massive figure roars to life, casting a shadow that seems almost as colossal as its stature. It's the Komatsu PC1250-8R, a titan in the world of mining machinery.

Picture this: a structure almost as tall as a two-story building, weighing as much as 73 sedans. With a digging force that could rival the combined weight of nearly eight African elephants, the Komatsu PC1250-8R isn't just a piece of machinery; it's a force to be reckoned with.

Just recently, this behemoth celebrated a remarkable milestone: 50,000 hours of operation. That's almost six continuous years of non-stop working. To put that into perspective, imagine your car engine running

without a break for six years and still purring like its brand-new avatar. ACC bought the Komatsu machine in 2010, and has been working with unparalleled availability.

To mark the occasion, L&T and Komatsu felicitated the ACC team comprising Mr Anil

Komatsu PC1250-8R: A symbol of enduring engineering

Kumar Gupta, Chief Operating Manager and Mr Suresh Wandhare, Associate General Manager (Mines). It was a celebration of machine and man, of relentless dedication and unparalleled engineering.

But what drives this machine? Inside the Komatsu PC1250-8R is the heart of a beast - the Komatsu SAA6D170E-5 engine. When it

roars to life, with its 688 horsepower at 1800 rpm, it doesn't just work; it conquers. And with dual starting motors and a 60-amp, 24 V alternator, it's always ready for action, ensuring that no task is too big or too challenging. Now, let's journey beneath this giant. Its feet, rather its tracks, are designed for maximum stability and movement, making sure it glides effortlessly, no matter how tough the terrain is!

But the Komatsu PC1250-8R's story doesn't end here. L&T, with its forward-thinking approach, ensures that these machines, more than 170 of them operating at various locations, including most remote ones, receive the best of care. Through advanced technologies, dedicated engineers, and a belief in optimal customer satisfaction, L&T proves that distance is just a number when it comes to service excellence.

Imagine a place with limited accessibility and communication. Not for L&T. With their advanced supply chain and inventory management technologies, they ensure spare parts reach even the most secluded areas, keeping these mechanical marvels operational.

In the end, the story of the Komatsu PC1250-8R is not just about a machine; it's about the people behind it, the dedication, the technological advancements, and the belief in creating something monumental. It's a testament to human ingenuity and the drive to push boundaries. So, the next time you hear a roar at a mine, remember: it's not just a machine; it's the embodiment of dreams, hard work, and sheer power. ■



Quality - Reliability - Durability



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ENGINEERING EPICS

■ L&T celebrates a milestone: 100 eco-friendly Surface Miners revolutionise mining with superior technology

Picture a mechanical titan, one-and-a-half times larger than a modest dwelling or almost the size of two or three large shipping crates nestled together. This massive machine glides gracefully along the edges of an open-cast mine, skillfully carving into the earth's crust and isolating precious minerals from the encasing rock and soil. Its cutting-edge technology is characterised by its cutting drum - the heart of this mining marvel - with numerous teeth made of tungsten carbide that are nearly as hard as diamond. As the behemoth advances, it slices the minerals that could then be transported to tipper trucks. These large mining machines are manufactured from indigenous design with masterful artisanship in the heart of Odisha at

L&T's Kansbahal Works. L&T Construction & Mining Machinery, the business unit in charge of sales and after-sales support, for these mechanical giants, recently celebrated a

**Revolutionising Mining:
L&T's ingenious, eco-
friendly Surface Miners
Transform industry
standards globally**

groundbreaking achievement: the handover of their 100th homegrown Surface Miner.

A celebratory ambience enveloped the

gathering as L&T executives presented the key to the landmark 100th Surface Miner to their esteemed customer, Mr Arun Mundra, MD of Vijayalakshmi Private Limited. The jubilant occasion stood as a symbol of brilliance and a proud milestone for all those involved.

Surface Miners are rugged yet eco-friendly, offering a safer, more cost-effective, and efficient alternative to perilous blasting methods employed in open-cast mining of softer and medium-hard minerals such as coal, limestone, and bauxite. As technological pioneers, Surface Miners can replace multiple conventional mining practices like drilling, blasting, excavation, boulder transportation, and primary crushing, dramatically minimising the carbon footprint per ton of mineral excavated.

Throughout the years, L&T Surface Miners have emerged as the favoured choice for coal mining across India's large coalfields. Numerous cement companies with soft to medium-hard limestone mines favour L&T's machinery over global contenders.

In fact, Coal India is actively increasing its surface miner fleet for open cast mining to make its operations blast-free in an effort to reduce environmental damage to a minimum.

Furthermore, L&T's Surface Miners have ventured overseas, reaching the shores of Dubai, Qatar, Togo, Ethiopia, Senegal, and Guinea for diverse mineral applications. With their proven track record across various terrains and applications, the L&T machinery family continues to grow. The race toward the next 100 has already commenced, with orders streaming in from eager clients.

The achievement of producing 100 Surface Miners is a shining testament to L&T's unwavering dedication to cultivating and nurturing innovative, eco-friendly, sustainable technologies, superior product quality, and the pursuit of absolute customer satisfaction. ■

MACHINE MASTERY

■ Komatsu and L&T celebrate 75,000 Scheduled Service under its Machine Care Programme, marking a milestone



In the realm where machinery pulsates at the core of Construction and Mining industries, the Machine Care Programme (MCP) by Komatsu and L&T Construction & Mining Machinery (L&T CMB) has emerged as a beacon of innovation and quality in after-sales.

Celebrating a monumental milestone, Komatsu and L&T CMB commemorated the completion of 75,000 scheduled service under its MCP, a meticulously crafted initiative launched in 2012-13, dedicated to taking the operation and maintenance of Komatsu Hydraulic Excavators to the next level. This achievement underscores the steadfast commitment of Komatsu & L&T to ensuring machines perform with optimum productivity, uptime, and safety.

Marking this significant achievement, a ceremonial event witnessed the cutting of a

celebratory cake by Mr Arvind K Garg, Senior Vice-President & Head, L&T CMB, along with Mr Y Fujii, Managing Director, Komatsu India

MCP has revolutionised equipment care, blending innovation, reliability and technological mastery

Pvt. Ltd., symbolising the successful execution of 75,000 visits under MCP.

MCP is not merely a checklist but a bond of reliability and excellence, reflecting the motto, "In Service Lies Success." It's a dynamic system, evolving with technological advancements, extending its coverage from an initial two years to a current span of three

years or 10,000 hours, ensuring machinery experiences the highest possible uptime.

Strategically designed, MCP integrates state-of-the-art technology, automating essential aspects of machine care. The programme is adept at harnessing technology, employing KOMTRAX-based scheduling that enhances the precision and proactivity of maintenance activities. It navigates the technological landscape with prowess, ensuring machinery is perpetually primed for performance, adapting to the introduction of cutting-edge machines with agility.

Central to MCP's success is its network of dealers and engineers spread across India, ensuring timely and effective service, even in the most remote locations. A robust support system of 30 dealers, complemented by a team of proficient L&T engineers, ensures that machines receive timely care, bolstering their performance and sustainability.

The philosophy of MCP transcends conventional maintenance protocols, embodying a vibrant vision of machine care, operation, and sustainability. It fosters a culture of open communication with customers, facilitating insightful discussions and keeping customers abreast of their machinery's performance and maintenance status. At its essence, the programme accentuates energy-efficient practices, intertwining operational brilliance with sustainability and emphasising the significance of operator training and evaluation.

In conclusion, MCP is an unparalleled industry benchmark, a testament to Komatsu and L&T CMB's unwavering dedication to machinery excellence. In their capable hands, machinery doesn't merely operate; it flourishes with vibrance and energy, embodying a vision of excellence and efficiency. ■

L&T CMB SELLS ITS 7000TH SMALL HYDRAULIC EXCAVATOR

Komatsu and L&T launched the PC71, a seven-ton hydraulic excavator at Stona 2002, the national exposition of the granite and stone industry, as one of its smallest excavator offering to meet the emerging demand in the PMGSY roads, urban and rural development projects, minor irrigation and tunnelling applications. The Komatsu PC71 is the smallest hydraulic excavator offered by Komatsu and has undergone various technological upgrades over the years, making it one of the most popular machines in its category. Often referred to as "The Little Master," the PC71 is highly competitive in terms of lifecycle cost, providing superior productivity while consuming less fuel.

The Little Master has gained popularity among rental Customers, small contractors involved in general construction, and a wide range of applications, including agriculture, irrigation, infrastructure, urban road making, blue metal quarrying, tunnelling, general construction, brickfields, fish ponds, trenching, roadwork, and small quarry applications.

Recently, L&T Construction & Mining Machinery sold its 7000th unit of The Little Master – Komatsu PC71 machine, which

remains one of the most sought-after models in its portfolio. The first PC71 rolled out from a previous joint venture manufacturing unit between L&T and Komatsu in Bangalore. This marked a turning point in the joint venture's history, initiating collaborative engineering efforts to adapt Japanese machines to suit local conditions and meet rigorous quality requirements. Subsequently, Komatsu began manufacturing the machine with indigenous components at its factory in Chennai. The PC71 is specifically designed for rugged Indian job sites.

The PC71 is a robust and efficient machine built for various construction and excavation tasks. It incorporates the latest Komatsu technology to deliver a rugged boom and arm design. The superior boom and reinforced structure ensure durability and endurance even in the most demanding applications. Komatsu's revolutionary CLSS (Closed-Centre Load-Sensing) Hydraumind hydraulics incorporated in the PC71 offers unparalleled productivity. Equipped with the Advanced Hydraumind System, the PC71 enables efficient operations with ease. Its advanced swing system ensures smooth and controlled movement of the machine. These features make the Hydraulic Excavator PC71 a reliable and efficient choice for various construction and excavation tasks.



Quality - Reliability - Durability

PC130 CROSSES THE 7000 MARK

Over 7,000 Komatsu PC130 Excavators Making Their Mark!

When it comes to mid-size excavators, there are a few machines as renowned as the Komatsu Hydraulic Excavator PC130. This impressive 13-ton-class construction equipment has not just excavated earth; it has won over the hearts of professionals in the industry. L&T Construction and Mining Machinery recently celebrated a milestone by selling 7,000 Komatsu PC130—an undeniable testament to its exceptional capabilities.

The Komatsu PC130 is more than a combination of metal and hydraulics; it represents a blend of engineering and technological advancements using the patented Hydraumind Hydraulics. When thrown into demanding terrains, it consistently delivers top-notch productivity and is also very

popular in the industry for its durability and reliability. Its versatility shines through in a range of applications—from earthwork, road projects, railway projects, water supply irrigation projects, brickfields, tackling challenging blue metal quarries or taking on complex tunnel constructions.

Acknowledging the requirements within the industry, the PC130 has been customised into variations to cater to different needs, whether it is the PC130-7 Standard Arm for regular excavation tasks, the PC130-7 Tunnel Version for handling underground challenges, a quarry variant for stone quarry applications and the PC130-7 Long Arm with extra reach for specialised applications.

While 7,000 may seem like a number, it represents unmatched quality, reliability, durability and unwavering trust in Komatsu equipment worldwide. This milestone also

celebrates L&T's commitment to best-in-class support for machines that do not meet but exceed industry expectations.

The 7000th PC130 was handed over to L&T Energy – Hydrocarbon. The keys of the machine were received by Mr. B. Srinivasan, GM-Head Resources and Digital Initiatives and Mr. V. Muthuraman, Head-Plant and Machinery, along with other dignitaries of L&T Energy – Hydrocarbon, from Mr. Hiroshi Myojo – Vice President Komatsu India, Mr. Mahesh M, DGM Marketing Komatsu India and Mr. Naganand M, General Manager - CEB2, Larsen & Toubro Limited.

In the construction and excavation equipment landscape, the Komatsu Hydraulic Excavator PC130 stands out as a legend. The journey towards reaching 7,000 units goes beyond just sales accomplishment; it is a story of unwavering dedication, pioneering innovation and enduring versatility. As this significant achievement becomes a part of our record, it is clear that the PC130 is more than a piece of machinery. It represents a lasting legacy.

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Quality - Reliability - Durability



KOMATSU PC210-10M0 EXCAVATOR EXEMPLARY

- Unveiled at Excon 2019, Komatsu's PC210LC-10M0 has set record-breaking sales in 21-Ton category

Komatsu and L&T launched the NextGen Truly Efficient Hydraulic Excavator PC210LC-10M0 at Excon in December 2019. This Truly Efficient machine is now the fastest selling in its category, with more than 3,400 machines already sold in a record 44 months. It is a machine that has changed the Construction Equipment landscape in India by combining higher productivity, fuel efficiency and Komatsu's Hallmark durability.

On the performance front, two of these machines have already crossed 20,000 hours of operation, while three more are close to touching this benchmark within four years of their commissioning, setting new benchmarks in the segment.

These hydraulic excavators have been deployed across applications at rugged sites like stone, granite and marble quarries, irrigation, road construction, material handling and special projects. They have achieved these hours of operation faster than any other 20-ton models in the past, showing that they are "Truly Efficient".

Komatsu has pushed the boundaries of efficiency by leveraging a century of experience in designing and manufacturing Construction and Mining Equipment to build the latest generation machine, Komatsu PC210LC-10M0. It incorporates a host of

features and improvements to deliver 20 per cent higher productivity at 20 per cent lower fuel consumption than the previous model.

The PC210-10M0 is fitted with a new engine that incorporates improved and optimised design parameters to minimise peripheral power loss to deliver the maximum net horsepower (hp) output in line with the gross hp developed, ensuring every litre burnt by the engine is available for productive work by the machines.

Combining superior productivity, unprecedented fuel efficiency and Komatsu's signature durability, it's truly revolutionising construction machinery

The PC210-10M0, with a heavy-duty structure, reinforced undercarriage, and built with high quality components, manufactured by Komatsu, has redefined the reliability standards in the 21-ton class Hydraulic Excavator segment. It is designed to deliver Quality, Reliability and Durability.

Advanced engine design incorporating viscous

fan clutch technology and optimised fuel injection control lowers hydraulic pressure loss by optimising oil flow and improving engine-pump synchronisation. This, in turn, reduces power loss by the engine and optimises the hydraulic system. It also minimises power loss through heat generated by the engine and improves system efficiency, making it one of the most energy-efficient hydraulic excavators in its category.

Komatsu's latest generation of telematics, KOMTRAX, continuously monitors machine health and performance to provide insights into the load handled and recommends the optimum mode of operation for saving energy. This ensures that the customer is aware of the best mode of operation for any application and that the machine operator can improve productivity and fuel consumption. In addition, a large LCD monitor equipped with ECO-Gauge constantly provides efficiency feedback to the operator while operating the machine. KOMTRAX also alerts the operator on long idling and recommends switching to eco-modes based on the usage and load condition.

Almost 50% of the machines sold over the last 30 months have been procured by competition Customers or owners of Komatsu machines, reinforcing that the machine has consistently outperformed competition machines. ■



DREAM DRIVE

Mr Kamal Patel's Amrut Quarry exemplifies entrepreneurial brilliance, powered by Komatsu and L&T's machinery excellence

Amrut Quarry, headquartered in Ahmedabad, is more than a business today; it stands as a testament to the unwavering belief in the quality and perseverance of one man. Mr Kamal Patel, the driving force behind the success of Amrut Quarry, shares his journey that started with owning a machine and eventually led him to become a dealer of Komatsu and L&T machines.

"I can still vividly recall the day when I acquired my L&T 90CK Hydraulic Excavator back in 1998. It wasn't a machine; it represented a promise," reminisces Mr Patel. The L&T 90CK was more than a purchase for him; it became a game changer. Operating tirelessly for 450 hours per month, this excavator's exceptional productivity and reliability became evident as it operated 25,000 hours from 1998 to 2006. "Its efficiency was unparalleled; that truly marked a turning point for me," he adds with enthusiasm.

As his confidence grew stronger, Mr Patel added a 20-ton PC200 Komatsu Hydraulic Excavator to his fleet in 2007. This powerhouse has tirelessly clocked 62,000 hours while continuing to perform seamlessly at Amrut Quarry. "It's truly remarkable how minimal maintenance has been required over the years," emphasises Mr Patel when speaking about the machine's durability, quality and reliability.

However, Mr Patel's affinity for engineering and machinery began before his journey into quarrying. After finishing his engineering studies in 1982, he began working at a textile spinning unit. Spending six years there, he transitioned

into the realm of submersible pumps. He established a repair workshop that eventually grew into a manufacturing enterprise called "Amrut Submersible Pumps," which he co-founded with Mr Amrut Bhai Patel.

However, the pivotal moment came in 1998. "When I was exploring diversification options, quarrying caught my attention and eventually became my business," Mr Patel explains. With

an investment of Rs 7 lakh from savings and support from family, Mr Patel's venture has now grown into a business empire of Rs 250 crore. Together with Mr Amrut Bhai Patel, they lead a business group valued at Rs 400 crore.

Having personally experienced the reliability of Komatsu machines, Mr Patel took the decision to join L&T's Dealer Family in 2020. "It wasn't about business; it was about aligning myself with a brand that values commitments," he emphasised.

"The operators at Amrut Quarry, who operate machines from various manufacturers, unanimously praise the superiority of Komatsu equipment," says Mr Patel.

As Mr Patel accurately describes, "It's not about the machines; it encompasses the enduring impact they contribute to."

The establishment of a legacy exemplified through the experiences of Amrut Quarry and Mr Kamal Patel relies on a basis of trust, excellence and an unwavering entrepreneurial drive. ■

Having personally experienced the reliability of Komatsu machines, Mr Patel took the decision to join L&T's Dealer Family in 2020

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DURABLE DOMINANCE

■ Mr Kunvarji K Sorathia of Ahmedabad reflects on his successful business journey, emphasising trust in Komatsu machines for challenging terrains

In the city of Ahmedabad, Mr Kunvarji K Sorathia, a third-generation businessman, reflects on the journey of his thriving business, M/s K K Sorathia, which is valued at Rs 200 crore. With its roots in Bhuj, Gujarat, the company takes pride in its fleet of 27 machines and a team of around 60 operators. They play a role in constructing and maintaining roads along the India-Pakistan border.

"When you're entrusted with the task of building roads in challenging terrains, you rely on machines that never let you down," Mr. Sorathia begins. "Our machines are not just equipment; they are vital for road construction in mountainous regions where they conquer the toughest terrains."

He vividly recalls acquiring his Komatsu PC130 machine in 2006-07. That significant purchase marked the beginning of a trusted partnership. "That initial machine was truly exceptional," he shares enthusiastically. "It paved the way for expanding our collection of Komatsu machines. Presently, we have six Komatsu machines from their range, including the Motor Grader GD511."

In an industry where machinery durability is often questioned, Mr Sorathia's testimony to Komatsu's reliability is highly commendable.

"The Komatsu Motor Grader, which we purchased years ago, continues to perform well, surpassing even newer machines from other brands," he affirms.

However, it's not the durability of these machines that sets them apart. Their exceptional performance in challenging terrains is unmatched. "When it comes to our business, service is important," Mr. Sorathia asserts. "I've dealt with brands. L&T's after-sales support is prompt and dependable. They go beyond being service providers; they feel like friends."

As the leader of a company involved in projects such as collaborating with the Gujarat Electricity Board and laying fibre from Gujarat to Rajasthan, Mr Sorathia's work schedule is far



Quality - Reliability - Durability

from ordinary. "It's mostly work for me with 7-8 hours allocated for sleep. Considering our projects often run round the clock, I can't have a fixed working time. I even find myself working on Sundays and holidays," he admits.

However, amidst the routine, Mr Sorathia ensures that he carves out time for leisure activities well. "Taking trips to destinations with my family is how I unwind," he says with a smile.

"The Komatsu Motor Grader, which we purchased years ago, continues to perform well, surpassing even newer machines from other brands," says Mr Sorathia

In conclusion, he offers some advice for entrepreneurs; "When it comes to this business, the quality of your equipment is only as good as how you take care of it. Komatsu's machines are exceptional. Their recommended intervals for filter changes and oil maintenance are one of the best in the industry."

Mr Kunvarji K Sorathia's story serves as a testament to the importance of machinery and lasting partnerships. It shows that with the tools and dedication, one can overcome the most challenging terrains successfully. ■

RELIABILITY RESONANCE



■ Jalaram Projects' Mr Niket Patel reflects on trust, triumph, and the transformative power of Komatsu machinery

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In the bustling state of Gujarat, Mr Niket Patel, Director of Jalaram Projects Pvt Ltd., leans back in his chair, reminiscing about the first time he brought a Komatsu machine into his fleet in 2011. "It was the Komatsu PC130," he recalls, "and our experience? Simply good."

Fast forward a few years, and Jalaram Projects boasts ownership of seven Komatsu machines, a testament to their trust in the brand. "After our first machine, we added the PC 210-8M0 in 2015, followed by the PC210-10M0. We were the first in Gujarat to have it! Since then, we've added the newly launched PC205 twice and even ventured into L&T's territory with their 1190 Soil Compactor," Mr Patel shares with pride.

A sense of amazement washes over him as he adds, "You know, our 20-ton machines have been workhorses. The first clocked 20,000 hours while the second is already at 0,000 hours." To draw a comparison, he offers, "Consider a car engine that runs about 7,000 hours in its lifetime. Our first machine has thrice outperformed that!"

Jalaram Projects, with its esteemed legacy of undertaking projects related to excavation, railways, dams, irrigation, canals, and pipelines, primarily in Gujarat and Madhya Pradesh, relies heavily on machine uptime. "With Komatsu, our productivity is unparalleled. Their longevity and L&T's exceptional service support ensure our machines work almost round-the-clock in

three shifts."

A walk down memory lane takes Mr Patel to 1984 when his father, Mr Prakash Patel, a Commerce graduate with distinction from Gujarat University, laid the foundation of Jalaram Construction. The senior Patel's vast experience with various government infrastructure projects, including the iconic Sardar Sarovar Narmada Nigam Project, has been instrumental in shaping the company's trajectory. "I joined in 2006," Niket Patel says, "taking over from my father. Given our past

challenges with other OEMs, one of my first initiatives was emphasising machine maintenance."

The results of this focus were evident. "In 2015, after acquiring another Komatsu Machine, we were taken by its durability, reliability, and the impeccable after-sales

support. Our operators consistently report that, in terms of productivity, Komatsu stands head and shoulders above the rest."

Today, these machines are at the heart of numerous key projects, including those for the Gujarat Industrial Development Corporation and Western Railways. Reflecting on his journey, Mr Patel begins his rigorous day at 7 a.m. and occasionally works overnight at sites; he remarks, "We've grown from a turnover of Rs 300 crore to Rs 1,200 crore. And for ■ next machine? Without a doubt, it will be a Komatsu."

**"Our next machine?
Without a doubt, it will
be a Komatsu," says
Niket Patel**

POWERFUL PARTNERSHIP

■ Eastern steel maker Nilachal Iron & Power trusts Komatsu for Quality, Reliability and Durability and L&T for their unparalleled after-sales

In the sprawling expanses of Eastern India lies a powerhouse of the steel industry. Nilachal Iron & Power Ltd., born in 2002 with a vision to dominate as the region's largest integrated steel plant, has continuously expanded its horizons. From an initial humble production from a single 350 TPD DRI Kiln, they surged to 550 TPD (180k MT per annum), supplying domestically and internationally. What sets them apart is their 100% debt-free status and the commendable equity-financed expansions. A formidable team of 500 technicians ensures the plant's growth trajectory remains upward, with an unwavering focus on quality and customer satisfaction.

The company's growth story is quite expansive, with its plant sprawling over 60 acres and an additional 110 acres under acquisition. Their expansion plans are meticulously detailed, from commissioning power plants to setting up steel melting shops, promising further growth and integration.

Amid this booming expansion, there was a significant machine acquisition in 2016. They welcomed their first Komatsu PC210 Hydraulic Excavator machine, a brand that, as per Mr Tapan Dutta, the company's Purchase Manager, needs no introduction. Today, the company boasts ownership of five such machines.

"Komatsu machines are a hallmark of trust," says Mr Dutta, Purchase Manager

Mr Dutta, echoing the sentiments of the company's owner, enthusiastically states, "Komatsu machines are a hallmark of trust. L&T has been instrumental in ensuring these machines' impeccable after-sales and uptime. Our experience with both Komatsu and L&T products has been nothing short of exemplary. From the unmatched service we receive from L&T to the consistent availability of parts, it's a holistic experience. One

of the standout factors is the high machine uptime, all thanks to the excellent parts availability."

When questioned about the performance of these machines, Mr Dutta was all praises. "The quality, durability, and reliability of these products are

unparalleled compared to others in the market. And if we talk about productivity, these machines are simply outstanding."

Thus, it's not just about acquiring machinery; it's about building relationships. Nilachal Iron & Power Ltd.'s association with Komatsu and L&T is not just transactional; it's a partnership rooted in trust, excellence, and mutual growth. As they continue their journey towards becoming an even bigger name in the steel industry, these machines will undoubtedly play a pivotal role in their success story. ■



Quality - Reliability - Durability

METAL MAVEN

■ Mr Akshay Nathany's pride in choosing the Komatsu PC210 shines, marking a pivotal decision in his flourishing journey

When Mr Akshay Nathany reminisces about his initial days in his family's scrap trading and processing business, he recalls the L&T 90CK Hydraulic Excavator his father purchased in 2004-05. "That machine marked our humble beginnings in scrap handling," says Akshay, the dynamic 41-year-old Director of Sriji Gopalji Industries Pvt Ltd.

Fast forward to today, and Akshay's business landscape has

"The performance and productivity of the Komatsu PC210 are beyond satisfactory," says Mr Nathany

transformed dramatically. "We started with a singular focus on scrap," Akshay shares, "but I always envisioned expanding. Today, we proudly work in steel plants, employing a range of equipment for tasks ranging from material handling to internal transport of processed materials."

Their first machine from Komatsu, the PC210, was acquired just last October. Now, it's actively serving at Electrosteel Castings, Srikalahasthi Works. "The performance and productivity of the Komatsu PC210 are beyond satisfactory. It's one of those decisions that you look back on and feel proud of," Akshay states with a hint of nostalgia. He adds, "L&T's after-sales support has also been commendable. Reliability, durability, and quality are paramount in a business like ours. While I've always been experimental with brands, a few hard lessons in the past have made me value brands that deliver on their promises. And L&T and Komatsu are right up there."

It wasn't always this way, though. Akshay mentions, "Back in 2012-13, excavators were a rarity in scrap handling. It was only when we secured a deal with Boakaro Steel Plant that we began using hydraulic excavators. The game-changer, however, was undoubtedly the Komatsu PC210. It's a testament to the machine's efficacy that we plan to expand into more steel plants."



Parallel to the steel industry, Akshay has ventured into manufacturing ball bearings and is in the process of establishing a dealer network. "Diversification has been key to our growth. We're currently in talks with OEMs for bulk supplies, and the future looks promising," he notes.

Despite his packed schedule, Akshay's day starts early, at around 4 a.m. "Golf is my morning ritual," he says, laughing. "Playing with folks a decade or two my senior, I'm at the golf course for a good two and a half hours. By 9 a.m., I'm back in the office, strategising and planning."

Akshay's ambition is evident in his motto: "My aim is to set up a vast industry." Given his trajectory so far, there's little doubt he's well on his way. ■

MACHINES' MAGICIAN

■ Mr Sudhir Satnaliwala's journey: From accounting to revolutionising waste management with excavators

In the bustling city of Kolkata, Mr. Sudhir Satnaliwala, the dynamic head of Eastern Organic Fertilizer (P) Ltd., has a fascinating tale to tell. With a portfolio ranging from waste to fertiliser, hospitality and even a philanthropic Gaushala, his unexpected discovery of hydraulic excavators in waste management truly stands out.

Starting his career at his father's Chartered Accountant firm, destiny had different plans for Mr Satnaliwala. In 1997, a business proposal led him to set up a waste-to-fertilizer plant in Kolkata. "The initial technology we implemented didn't involve hydraulic excavators. It was a new realm for us," he recalls.

Fate, however, has a way of presenting opportunities when least expected. "I had financed a Komatsu PC71 for a client, and after a few months, it found its way to our facility," he shares. Left untouched for days, an employee's simple act of using it to clean glass windows sparked an epiphany for Mr Satnaliwala about the machine's versatility.

"The moment was a revelation," he says with a twinkle in his eye. "I realised this could be the game-changer for waste handling in our facility."

That marked the advent of Eastern Organic's association with hydraulic excavators. From a single Komatsu PC71, their fleet expanded to an impressive collection of 25 Komatsu and L&T machines out of a fleet of 40.

But it's not just about the numbers. The passion Mr. Satnaliwala holds for these machines is evident. "Their quality, durability, and reliability are unmatched," he asserts. When it comes to L&T's after-sales service, he emphasises that their support is truly exceptional and sets them apart. He always recommends getting an Annual Maintenance Contract for all the machines.

He discourages using look alike parts, explaining that the roadside workshops fail to understand the technology behind these machines. Trusting the experts is essential. Nowadays, these machines handle more than 2,500 tonnes of materials daily across his facilities.



Beyond his core ventures, Mr. Satnaliwala has expanded into diverse sectors, including hotels, warehouses, multi-gyms, and retail chains. Many of these enterprises have been established in partnership with his sons under the brand name LYNQ, with Eastern Organic Fertilizer (P) Ltd. being the cornerstone of their business empire.

But for Mr. Satnaliwala, life encompasses more than just business pursuits. In 2016, he, in collaboration with a few friends, initiated a Gaushala, a sanctuary dedicated to the care of stray cows. This shelter, now home to around 100 cows, operates as a self-reliant entity. The milk produced by these cows is sold locally, generating the necessary funds to sustain this non-profit

initiative. "The Gaushala represents my commitment to giving back to the community," he humbly states.

From boardroom meetings at Eastern Organic Fertilizer to the Gaushala, Mr Satnaliwala's journey embodies innovation, determination and compassion. His story inspires many. Demonstrates the power of vision, innovation and the remarkable capabilities of excavators.

His son is also a Director of EOFPL & actively participates in the above business. Also, the establishing the LYNQ brand is the brainchild of his two children. ■

Starting with a Komatsu PC71, today they own 25 Komatsu and L&T machines

MACHINES & MAGNANIMITY

■ Mr Rajpal Singh Sekhon: From modest beginnings to a heavy machinery empire built on trust and quality

From the modest beginnings of transporting white goods in containers and trailers in 1978 to now commanding a fleet of over 100 heavy machines, Mr Rajpal Singh Sekhon's journey has been one of relentless commitment and profound partnerships.

"My father started our family business in 1965, and I eagerly joined the fray in 1978," recalls Mr Sekhon, the stalwart behind 'Highway Movers'. It was during this time that an alliance with a Malaysian road-building company bore fruit. "We didn't just collaborate on business; we laid the foundation for their establishment in India. Offering them land for offices, guest houses, and even a plant for road-building materials," Mr Sekhon reminisces.

"Komatsu machines are the epitome of Quality, Reliability and Durability," asserts Mr Sekhon

As ties strengthened, Mr Sekhon found an avenue to expand his horizons. "That's when I started buying hydraulic excavators and offering them on hire. A venture that began with the NH6 project," he adds. Today, his fleet boasts a staggering mix of Wheel Loaders, Excavators, and Dumpers. A significant 35% of these are Komatsu Hydraulic Excavators.

Sekhon's trust in Komatsu isn't just a business decision. "These

machines are the epitome of Quality, Reliability and Durability," he asserts. A claim bolstered by the role his 20-ton Komatsu machines played in the construction of the National Highway-2 stretch between Dankuni and Panagarh in West Bengal. "Simply put," Sekhon pauses, "my experience with L&T and Komatsu has been nothing short of excellent."

But the machines aren't just tools of the trade for Sekhon. They are extensions of his commitment. A sentiment evident when he donated a Komatsu PC200 machine to Gurudwara Patna Sahib for construction work. "Business isn't just about profits, it's about giving back," he shares.

Despite the sprawling empire of machines, diversification into warehousing, and even hotels, Sekhon's day remains rooted in simplicity and discipline. Rising at 4 am for prayers, followed by exercise, and then a packed day at the office until 9 pm. "It's not just about hard work, but also about taking care of oneself," he says.

Mr Sekhon's story is not just about machines or business. It's a tale of dedication, partnerships, and a legacy built on trust and quality. A story that began with a single Komatsu PC71 in 2008 and continues to inspire many in the industry. ■



Quality - Reliability - Durability

STEADFAST STRIDES

■ From teaching math to leading machinery fleets, Mr Anil Kr Upadhyay's journey reflects ambition and transformative enterprise



by dedicated L&T Engineers, not only changed the factory's perception but paved the way for L&T Wheel Loaders to become synonymous with quality and versatility across the industry in the Asansol and Durgapur regions of West Bengal. Mr Upadhyay shares, "Anyone buying an L&T Wheel Loader in our line of business definitely calls me before making a decision. I am extremely happy with the performance of all machines supplied by L&T, including the Komatsu PC210. Their after-sales support and parts availability are unparalleled in the industry."

Having close business ties with four associates, namely Mr BipadBaran Mondal, Mr Uttam Ghosh and Mr Om Prakash Singh, Mr Upadhyay's influence in the industry is undeniable.

Mr Upadhyay's industry influence, backed by four associates, drives peers towards L&T and Komatsu excellence

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For most, the journey from being a primary school teacher to becoming a brand ambassador for a renowned machinery company would seem far-fetched. But for Mr Anil Kr Upadhyay of Sri Sai Associates, hailing from Durgapur, this trajectory is his life experience. His story is not just about transitions but also about trust, tenacity, and a testimony to the power of perseverance.

Starting his career teaching subjects like English and Mathematics at TP Dey Institution, Mr Upadhyay's aspirations stretched beyond the confines of a classroom. With dreams of scaling greater heights, he, alongside two close friends, ventured into the world of business. Their initial foray was humble, investing seed money gathered from family and friends to provide pre-owned tippers to factories. Today, his fleet size stands close to a whopping 100, inclusive of Wheel Loaders, Excavators, Tippers and Dumpers. Notably, among these, 18 are L&T Wheel Loaders, and there's the significant Komatsu PC210.

The turning point came in 2017 when Mr Upadhyay decided to invest in an L&T Wheel Loader. Although initially met with resistance from a factory he catered to, his unwavering belief in the machine's potential led to a 20-day demo. This move, backed

He notes, "In recent times, a business acquaintance converted to L&T and Komatsu machines on my advice. Today, he too vouches for their impeccable quality and performance."

Komatsu, a significant player in the construction and mining machinery sector, is renowned for its quality, reliability, and durability. The brand's commitment, as Mr Upadhyay emphasises, is evident in their machines' trouble-free operations as well as productivity and L&T Engineers' relentless pursuit of ensuring zero downtime.

With his most recent purchase being another L&T Wheel Loader just a few months ago, Mr Upadhyay's journey and steadfast trust in L&T and Komatsu machines are a testament to the brands' commitment to excellence and the remarkable trajectory of a once school teacher turned industry influencer. ■

CONSTRUCT CAPTAIN

■ Unveiling Mr Lakhmani's legacy: A tale of stones, machines, and partnerships with L&T and Komatsu

"A machine is not just a piece of equipment; it's a partner in progress," says Mr Sumit Lakhmani, the dynamic owner of Imax Constructions. With a robust fleet of 20 machines today, his journey with construction marvels began in the '90s with just one L&T 580 Backhoe Loader, which laboured in the stone mines under the stewardship of his father.

"I've always been intrigued by the world of machines. In 2003-04, my interest was piqued, and I took the plunge into the hiring business, acquiring another L&T 580 Backhoe Loader," Mr. Lakhmani recalls. This machine soon found its purpose in construction projects across Sikkim and Nagaland.

2008 marked a significant milestone for Imax Constructions. "I introduced my first Komatsu PC71 Hydraulic Excavator to the fleet. From canal-cutting to road-making, these machines proved their mettle. Being an early bird in the hiring business gave us a distinct edge — our machines were occupied for almost 11 months a year," he beams with pride.

For almost a decade, Mr. Lakhmani has been a loyal associate of L&T, renting out machines to the construction division. "It's been

a fulfilling journey working on projects like the ESI Hospital in West Bengal, Emami City, Urbana, Mahestala Flyover, and more. I've even collaborated with the L&T divisions, like Geo Structure, for three years. In essence, L&T has been an integral part of my professional saga for nearly ten years," he states.

However, the resilience of these machines is what impresses Mr Lakhmani the most. "Despite having a team of mechanics

and a full-fledged workshop, the beauty of these machines is their minimal maintenance needs. They are practically zero-maintenance," he emphasises.

But there's more to Mr Lakhmani than machines and construction. A fervent adventurer, he quips, "Every three to six months, I'm off trekking or embarking on road trips with fellow enthusiasts. My last escapade? A road trip to Ladakh!" With a

holistic approach to life, his day unfurls with yoga and meditation, ensuring he's at the helm of Imax Constructions by 11 a.m., leading the charge till 10:30 p.m.

With a blend of passion for machines, an adventurous spirit, and a penchant for excellence, Mr. Sumit Lakhmani continues to carve a niche for Imax Constructions in the industry, one project at a time. ■

"The beauty of these machines is their minimal maintenance needs. They are practically zero-maintenance"



CIA WORLD AWARDS FOR L&T

L&T CMB's consistent performance year-on-year has been recognised by the industry and rewarded by trade bodies and various publications. This year too, L&T CMB clinched a slew of awards from CIA World, a trade magazine, in keeping with its track record of excellent performance in various facets of activities. The awards were distributed on May 27, 2023 by Mr Pradip Ahire of MMRDA and Mr Ijaz Ahmed, OSD to Minister, in the presence of Mr Vijay Nair, Editor & Publisher, CIA World.

L&T Construction & Mining Machinery has been at the forefront in implementing digitalisation initiatives in after-sales service. For implementing S360 (Swift Service 360), an innovative Field Service Management project designed to enhance after-sales support experience and deliver consistent service quality for customers nationwide, L&T clinched the award which was received by **Mr K Mukhopadhyay** and



Mr D Sengupta. For its pioneering efforts in training and spearheading skilling efforts, L&T CMB team of **Mr Naresh Thakur** and **Mr Balamurugan** received the award for Best OEM for Skill India Campaign in Partnership with IESC.

PDC bagged the award in the category of Indigenous Products and Solutions

Development for the Construction Industry (Special Achievement Category) for its original efforts in design and development of home-grown technologies and the award was received jointly by PDC team of **Mr K Keshava, Mr M Arunachalam** and **Mr K Nityanandham.**

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BREAKING BARRIERS

■ Glorious Gandhinagar gathered Global G20 gurus, galvanizing gender growth, garnering great gains, glorifying genuine gender-equal goals

The G20 Ministerial Conference on Women's Empowerment took centre stage in Gandhinagar, Gujarat, from 2nd to 4th August 2023. Under the leadership of the Union Minister of Women & Child Development, Smt Smriti Irani Zubin and India's G20 Presidency, the three-day event attracted over 150 global delegates. These representatives, led by their respective Heads of Delegations from G20 members, invitee countries, and International Organisations, congregated to discuss and promote women-led development.

To celebrate India's 75th year of independence, an exhibition themed 'India @ 75: Contribution of Women' was organised on

2nd & 3rd August. This exhibition showcased the multifaceted roles of Indian women, highlighting their contributions to Crafts, Nutrition & Food, Health, STEM, Education,

Empowering women at G20: India champions change, showcases inclusive innovations

Skilling, Trade, Economy, Sports, and Defence services. A unique feature included a tribute to female Padma awardees.

A notable contribution during India's G20 Presidency was the introduction of

'TechEquity'. This Digital Inclusion Platform empowers girls and women to acquire, refresh, or advance their skills in digital literacy, financial literacy, and other technical subjects.

Representing L&T Construction & Mining Machinery's commitment to gender equity, Ms. Sumedha Kulkarni of CEB, Pune and Ms. Shriya Singh of CEB, Delhi from L&T Construction & Mining Machinery showcased initiatives to bolster women's participation in India's workforce. L&T stands out as an equal-opportunity employer with a robust framework tailored for its female employees. Their women-centric leadership development programs, Winspire Propel and Winspire Rise, offer immersive experiences across various L&T campuses and operational hubs.

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