



L&T

Earthmover

Customer Newsletter

News

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L&T Commissions first **KOMATSU PC3000** Electrical Shovel in India

Inside Pages

Launch of Suraksha 10,000/
Machine Care Program-4

Komatsu HD785-7 crosses milestone
of 60,000 hrs. at TSL-Noamundi



A view of the mammoth **Komatsu PC3000** machine delivered by L&T at South Eastern Coalfields Limited-Gevra Mines



Mr. Pramod Agrawal, CMD, CIL alongwith Mr. A.P. Panda, CMD, SECL and other senior officials during the inauguration of KSM 403 Surface Miner at Ksumunda OCP.

L&T Surface Miner commissioned at SECL

L&T Construction & Mining Machinery achieved a distinction in Atmanirbhar Bharat with the supply and commissioning of KSM-403 Surface Miner at South Eastern Coalfields Limited. The machine was formally inaugurated by Mr. Pramod Agrawal, Chairman-Cum-Managing Director, Coal India Limited at Ksumunda OCP recently. Mr. A.P. Panda, Chairman-cum-Managing Director, SECL along with other functional directors and senior officials of SECL were present during the event. Komatsu WA800 Wheel Loader, also supplied by L&T, was inaugurated on the occasion as well.

L&T is the first successful indigenous designer and manufacturer of Surface Miners and had forayed into this product segment more than 15 years ago. L&T has been manufacturing Surface Miners at its Kansbahal Works, Odisha, using indigenous technology and exemplifying the goal of Atmanirbhar Bharat. This is the first departmental Surface Miner in SECL. Another 4 machines are in the process of getting operational soon.

In the context of continuously promoting the eco-friendly mining, L&T-manufactured

Surface Miners are significantly contributing towards eliminating conventional mining process - drilling, blasting and primary crushing processes across major opencast coal projects in Coal India subsidiaries. There is an increase in its demand in the Coal sector.

Mahanadi Coalfields Limited and Northern Coalfields Limited have also deployed L&T Surface Miners in their various projects. Besides, there are about 30 nos. of L&T Surface Miners productively deployed by

contractors across many OCPs. Going forward with the growing population base, L&T Surface Miners will also contribute significantly towards India's ambitious Coal production plan to augment the Coal mining by next 3-4 years.

Besides sizeable and growing installation base in Indian mines, L&T Surface Miners are making strong inroads in international markets with exports to Gulf and African countries across various mineral applications.



Komatsu WA800 Wheel Loader, supplied by L&T, was also commissioned on the occasion.

L&T Commissions Komatsu's first 300-Ton Electrical Shovel in India

It was a defining moment in the Mining Industry with L&T Construction & Mining Machinery commissioning Komatsu's first 300-ton electrical shovel (Model: Komatsu PC3000-6) at Gevra, India's largest mines under South Eastern Coalfields Limited, located in Korba district, Chhattisgarh. At an event held on 20th July 2020 at site, the mammoth machine was formally handed over to Mr. S.P. Singh Bhati, General Manager, SECL by L&T representatives Mr. Abhijit Chakraborty and Mr. Kiran Tilaganji, on behalf of the management.

Despite the COVID-19 challenges, the L&T team had completed erection, assembly and delivery of the machine within the 30-day stipulated period. The machine was shipped by Komatsu-Germany in segments. The assembly, erection and commissioning at site were carried out by a dedicated team from L&T comprising engineers, welders, machinists, electricians and others. Several obstacles were overcome during the assembly, such as scorching heat, heavy rains and strict lockdown besides the non-availability of expatriate experts. The team followed the norms of social distancing and related protocols, and worked day and night in completing this challenging task.



Mr. S.P. Singh Bhati, GM, SECL receiving the symbolic key from L&T team at Gevra OCP and (below) a full view of the newly commissioned machine.

In separate messages, Mr. S.N. Subrahmanyam, CEO & MD, L&T and Mr. Arvind K. Garg, Executive Vice-President, and Head, CMB, have complimented the team for this achievement. Mr. Garg said the supply has reaffirmed L&T's commitment to customers and has opened a new chapter in the strategic relationship between L&T and Coal India Limited towards accelerating Coal output in the country.



Komatsu and L&T had bagged this order from Coal India Limited for supply, erection and commissioning of 4 nos. of PC3000-6 (16 Cu.M.) Face Shovel with electric drive for delivery to SECL. L&T shall take care of these equipment for four years with 85% assured availability.

The commissioning of this huge equipment has once again demonstrated L&T's technical capabilities in managing large-size machines with a resolute commitment to deliver on time. L&T is the exclusive distributor of Komatsu Mining Equipment in India.

Launch of unique and first in CE industry - Machine Care Program - Suraksha-10,000/MCP-4

Komatsu's wide range of Quality Construction Equipment have set new benchmarks of performance, reliability and durability in the Indian market. Komatsu and L&T understand that higher machine availability and lower operating cost are key elements for Customers Success!

31st August 2020 turned out to be a red-letter day for Komatsu and L&T. Continuously working towards offering superior value proposition to customers, Komatsu and L&T jointly launched the best and first in the Construction Industry, a unique MACHINE CARE PROGRAM [MCP-4/SURAKSHA-10,000] for PC210/PC210LC-10M0, PC300LC-8M0 and PC350LC-8M0 machines, with a host of value-added services:

- 4 years / 10,000 hrs of extended power train warranty
- Energy saving training and guidance
- Free scheduled service visits during the program period
- Periodic preventive maintenance checks
- Periodic undercarriage inspection
- KOMTRAX Machine Health Reports

Introducing the scheme, Mr. C. Jayakumar, Head -Service, Komatsu India Private Limited (KIPL), said the new scheme was the



first of its kind in the CE industry offering service solution for equipment covering 4 years/10,000 hrs. He said that the earlier scheme of MCP-3 was a huge hit among customers and L&T's service coverage is one of the best amongst Komatsu distributors globally, which encouraged them to come up with the new scheme Suraksha-10,000 / MCP-4.

Mr. Sanjay Karkala, JGM-CEB, L&T spoke of the benefits of the new program and its value-added services. He said that Suraksha is the key value differentiator providing 'True Peace of Mind' to customers. He requested Team CEB to leverage this unique

4- year/10,000 hrs MCP-4 program and work closely with customers to improve sales and share for Komatsu excavators.

Launching this unique, first in the Indian Construction Equipment Industry, Suraksha-10,000, Mr. Arvind K. Garg, Executive Vice President & Head, CMB, L&T, thanked Komatsu for their sustained efforts and support to continuously deliver superior value solutions to Indian customers. He appreciated the joint efforts by Komatsu and L&T teams in introducing market leading initiatives that would help in continued customer engagement and machine touch activity resulting in increased value offerings. Congratulating both the teams on this occasion, he expressed deep satisfaction with the team delivering machines to customers despite the COVID19 challenges.

Releasing the Suraksha-10,000 / MCP-4 flyer online from Tokyo, Mr. Yasunori Fujii, Managing Director, KIPL, commended the joint efforts being made by L&T and KIPL teams for continuously engaging with customers and bringing innovative solutions to step up value delivery for Komatsu machines. He was effusive of L&T's support and expressed confidence with Service teams extending excellent support for the customer fleet in assuring maximum machine availability. He said the Suraksha-10,000 / MCP-4 was a bold initiative in that direction and expressed that it would help KIPL and L&T realize Dantotsu position in the Indian CE market.

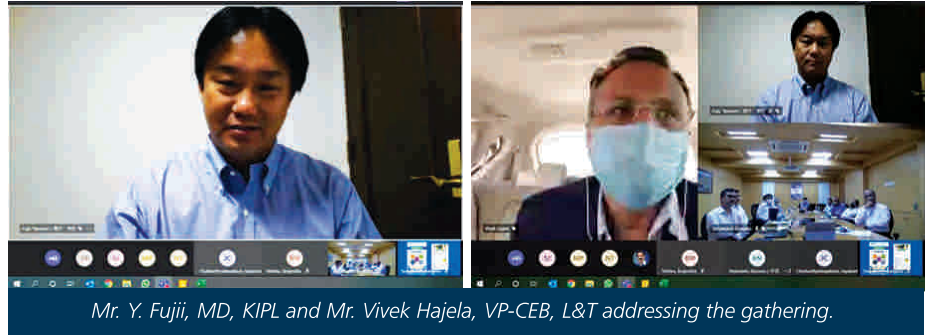


Mr. Arvind K. Garg, EVP-CMB alongwith Mr. Sanjay Karkala, JGM-Sales, L&T and other senior executives participating in the MCP launch event

Connecting online from a customer location, Mr. Vivek Hajela, Vice President-CEB, in his address thanked KIPL senior management and their team for continued support with innovative products. He emphasised that PC210 / PC210LC-10M0 is a good product and remarked that Team CEB would make all efforts to regain the leadership position in 20T HEX segment with this model.

"This unique, best-in-class first in the industry Suraksha-10,000/ MCP-4 program will help reinforce Quality-Reliability-Durability image of PC210/PC210LC-10M0, PC300LC-8M0 and PC350LC-8M0 further, and will enable realizing Komatsu and L&T regaining market leadership," he said. He urged Team CEB to leverage this unique program to target competition and rental customers to quickly increase sales of Komatsu machines.

Mr. Kazuma Nakanishi, Vice-President (Marketing), KIPL congratulated both the



Mr. Y. Fujii, MD, KIPL and Mr. Vivek Hajela, VP-CEB, L&T addressing the gathering.

teams on this momentous occasion and expressed that this would be a game-changer for Komatsu in India. Mr. M. Mahesh, Head - Spare Parts, KIPL, said Suraksha-10,000/MCP-4 program with genuine spares and lubricants coupled with best-in-class support from L&T would ensure customers realize superior value from Komatsu machines for a longer period.

Mr. K. A. Sravan Kumar, Head-Product Support, who has been a key member of the team in designing the Suraksha/MCP program, said that the program has benefited customers immensely over the years and this unique program with a host of value-added services, coupled with Genuine Parts and Lubricants, would open path-breaking avenues for customers as well as Komatsu and L&T!

All senior members of KIPL along with L&T's Zonal Managers, Territory Managers, sales and service team pan-India participated in this online launch event.

Komatsu PC210-10M0 - Road Shows attract fleet owners

In a joint effort, KIPL and L&T collaborated in organizing a series of Road Shows-cum-Product Demos pan-India to promote the 'Truly efficient' Komatsu PC210-10M0. Nearly 150 Road Shows covering 3000 customers were held in select cities. Komatsu product experts joined our local teams in convincing customers on the machine's capability, features and performance. Besides customers, the Road Shows were attended by financiers, dealers and management staff from KIPL and L&T. The meets helped PC210-10M0 create a strong impact in the 20-ton market with customers enquiring eagerly about the premium machine. The customers were engaged in varied applications and jobsites including the hiring segment. These Product Demos ensured that Komatsu PC210-10M0 is, indeed, 'Truly efficient'.



Komatsu PC210-10M0 -- 700 machines sold in shortest time across India!



Mr. Jayesh Dodiya, Operation Head, Shree Marutinandan Logistics receiving the symbolic key at the site near Ahmedabad



Key handing over of Komatsu PC210-10M0 to Mr.Ranjit Kaur, Bhubaneswar.



Key handing over of Komatsu PC210-10M0 to Mr. Jidan Swain, Proprietor of Pravakar Engineers- Bhubaneswar.



Handing over of Komatsu PC210-10M0 machines at NKCP site near Kolkata.



Mr. Mannan Sheikh & Mr. Rizwan Sheikh of MS Infra team receiving the symbolic key of Komatsu PC210-10M0 from CEB-Mumbai.



Mr. Dileep Kumar, Proprietor, Bhairava stone crusher team receiving the symbolic key of Komatsu PC210-10M0 from CEB-Bengaluru.



CEB-Nagpur team handing over the symbolic key to Mr. Hemant Tapadia of Tapadia Stone Crusher.



Mr. & Mrs. Dipak Sahu receiving the symbolic key from L&T team in CEB-Nagpur.



Mr. P Pawan Reddy of Jai Hanuman Enterprises receiving the symbolic key of Komatsu PC210-10M0 from CEB-Hyderabad.



Mr. Matthew & Mr. Kurian of Cochin Granites receiving the symbolic key of Komatsu PC210-10M0.



Mr. Anant Kumar, Proprietor, Ranganatha Stone Crusher, Bengaluru receiving the symbolic key from CEB-Bengaluru.



Mr. Kandasamy, Proprietor, Murugan Blue Metal- Coimbatore receiving the symbolic key of Komatsu PC210-10 machine at site.



Mr. Sudheer of Balaji Contracting Co Ltd. receiving the symbolic key of Komatsu PC210-10M0 from CEB-Chennai.



Mr. GB Siddhesh from Hassan, Karnataka receiving the symbolic key of Komatsu PC210-10M0.



Mr. Shyam Kumar of Bharanganam Industries receiving the symbolic key from CEB-Kochi.



Mr. Sunil Reddy, MD, Priyamshu Granites receiving the Komatsu PC210-10M0 symbolic key from CEB-Vijayawada.

Komatsu HD785 Dumper crosses 60,000 hrs at Tata Steel-Noamundi to create history!

In the mineral-rich heartland of Jharkhand, Tata Steel is synonymous with its finest steel plant in Jamshedpur and the efficient iron ore mines in Noamundi. Tata Steel's business strategy and product focus have always given the company a competitive edge in sustainable mining and steel production. L&T's relationship with Tata Steel dates back to 1978, with the supply of the first L&T-Poclair 300CK Hydraulic Excavator for deployment in its Raw Materials Division.

In the later years, Komatsu struck roots in 2008, with the supply of its first batch of HD785 Rear Dump Trucks to TSL-Noamundi. One of the initial Dumpers assembled and commissioned by L&T in September 2008 (Serial no N10029), crossed 60,000 hrs in July 2020 at Noamundi Mines, creating history in Komatsu's journey in India. Having crossed the first milestone of 50,000 hrs in September 2018, L&T took upon the challenge of the next milestone of 60,000 hrs and worked closely with TSL team to make it happen.

Says Mr. Atul Bhatnagar, General Manager (Ore Mines & Quarries Division), Tata Steel, "I am delighted to know that Komatsu HD785-7 Dumper Sl. No N10029 (2K001) that crossed 60,000 hrs of operation is the first mining truck in the iron ore mining industry in India to achieve this feat. Komatsu products are known for their superior quality and deliver great results with services from an expert L&T team. The L&T team deployed at site has provided round-the-clock service even during the



Komatsu HD785 – the star machine which created ripples in the iron ore industry with its impeccable performance!

lockdown and is the critical success factor in achieving this milestone."

"With the introduction of Komatsu HD785-7 Dumpers in 2008 at Noamundi, we were able to achieve higher productivity and higher production, with lesser diesel consumption. This performance influenced us to procure similar Komatsu size equipment in other TSL locations like Joda East and Khondbond," said Mr. R.P. Mali, Chief (Noamundi), Tata Steel.

"Prior to inducting 100 Ton Dumpers, we were operating with 50-60 ton Dumpers at

Noamundi. These trucks were operating with low productivity and higher diesel consumption, and a large fleet was required to meet our production targets. When the new fleet of Komatsu HD785-7 Dumpers were commissioned at Noamundi, L&T was engaged as the service partner to provide maintenance for Komatsu fleet under FMC contract. Besides maintenance support, L&T extended equipment training for our operators, which helped us a great deal," he adds.

"During 60,000 hours of operation, the record breaking HD785 Dumper completed 1,29,637 trips and hauled 12.48 million ton material with 94% equipment availability and MTBF of 272 hrs," reveals Mr. A.J. George, Head (Equipment), TSL-Noamundi. He continues, "Major sub-assemblies like engine, transmission & final drives of this Dumper had given first life of more than 25,000 hrs reassuring Komatsu quality, component life and reliability under long term use. The cost of maintenance of this Dumper was within the projected lifecycle cost."

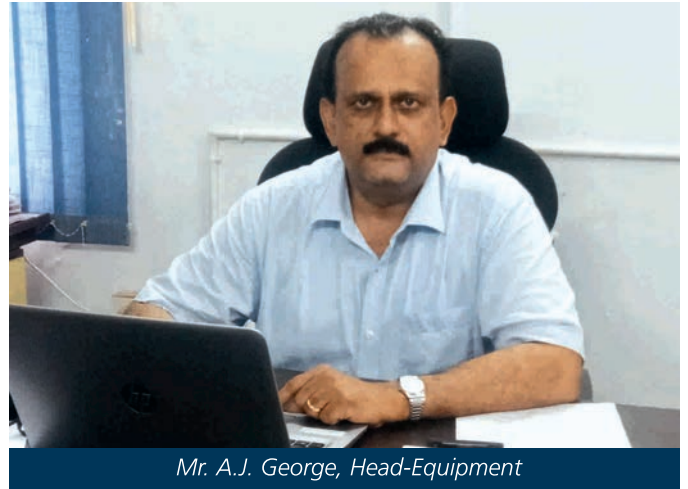
Noamundi Iron Ore Mines, situated in West Singhbhum district of Jharkhand, started operations in 1925 under TSL. The mining area of Noamundi and Katamati covers approx. 1563 hectares with an annual



Mr. Atul Bhatnagar, GM (OMQ), Tata Steel



Mr. R.P. Mali, Chief- Noamundi



Mr. A.J. George, Head-Equipment

capacity of 20 MT ore production and a stripping ratio of 1:0.30.

Today, Tata Steel operates a total fleet of 64 Komatsu machines in its OMQ Division in Noamundi (Jharkhand), Joda and Khondbond (both in Odisha). These include 41 nos. HD785 Dump Trucks, 4 nos. WA900 Wheel Loaders, 6 nos GD825A Motor Graders, 5 nos. D275 Crawler Dozers, 1 no. WD600 Wheel Dozer and 7 nos. Water Sprinklers. L&T has also supplied Komatsu machines in TSL's captive Coal Mines in West Bokaro.

Says an overjoyed Mr. Arun Pai, General Manager- Product Support, CMB, L&T, "This is the first Komatsu mining machine to have crossed 60,000 hours in India! What is extremely praise-worthy is that the machine availability is consistently over 90% and in fact, in the current year 95%! This speaks volumes for the high quality of the product,

as well as the support being given by our team".

Thanks to L&T's Product Support team from Durgapur which has steadfastly worked with Tata Steel to ensure high availability of Dump Trucks over the years. "We appreciate the support from our workshop team for the excellent performance of the Dumper and its repaired engine, transmission, final drive etc. We also acknowledge the continuous support from our training team to ensure initial and refresher program for the operators," says Mr. K.A. Sravan Kumar, Head-Product Support, CMB, L&T.

Mr. Sudipta Chattopadhyay, Head, PSD-East, has been associated with the project since beginning at TSL. He says, "Truly, these are great moments for us as I was in the commissioning team of the mining trucks in 2008. It is also an important

achievement for L&T-Noamundi team which is taking care of the fleet till today. I wish to congratulate my team-mates who have been part of this epoch-making journey."

L&T team has scrupulously followed the site regulations and safety audit at site to ensure that all compliances are in place. This encompasses Site Safety Severity Audit, Proprietor line walks, Daily safety observations, 5S weekly audits, Tools & Tackles audit, mentor-mentee program, compliance for working at height/material handling etc.

In TSL sites, Safety is the key deliverable for each activity with focus on SOP. With L&T's track record of zero accident, TSL had awarded four-star rating in 2019 to L&T for continuous efforts and adherence of CSM standard in all OMQ mines. L&T works jointly with TSL to establish Noamundi



Komatsu WA900 Wheel Loader loading HD785 Dump Truck at TSL-Noamundi Mines.

HEMM as one of the CSM model workplaces; the numerous 'Suraksha Mitra' awards won every year by L&T's service engineers is a testimony of the high importance given to safety by the company.

The onset of Covid-19 has not dampened the spirit of L&T team, which kept up its dedicated support to Tata Steel in all its mines. Statutory precautions have been taken at sites: wearing masks, maintaining social distancing, washing hands at regular intervals, periodic fumigation, etc. In-house design sanitizers have been installed and are in use at site offices.

Safety improvements and initiatives have been part of the conscious process to usher in changes. The conversion of conventional bucket tooth points to a hammerless type, and installation of inclined ladder are some of the recent innovations carried out by L&T.

As part of women's empowerment, Tata Steel has initiated 'Team- Agranee' as HEMM maintenance crew for the first time in mining history. Six girls with ITI qualification have been recruited by L&T and given extensive training in their Service Centre in Durgapur. They will be inducted soon in the OMQ Division, to take up maintenance activities.



L&T-Durgapur team, which extended product support at site

Incidentally, other HD785-7 Dumpers supplied in the first lot have all crossed the milestone of 50,000 hours in TSL, creating a new benchmark in the iron ore industry.

Coincidentally, it was also in 2008 that TSL procured India's largest Wheel Loader - Komatsu WA900-3 E0 - for Noamundi operations. The equipment was commissioned and deployed on the mining face and paired with Komatsu HD785-7 Dumpers. This established as the most fuel efficient combination with optimum productivity in TSL's Iron Ore Mines. Subsequently, TSL procured an additional three nos. WA900-3 Loaders for its Joda and Khondbond Mines. Komatsu WA900 have since then notched up 55,000 hrs. operation at Noamundi.

The closing comment comes from Mr. Atul Bhatnagar who is effusive of his praise for L&T's efforts, "L&T team is our partner in this continuous improvement journey and closely associated with us in achieving world-class standards in the mining industry." - GG

Hilltop Order for Komatsu Dump Trucks

In a significant breakthrough, L&T had bagged orders from Hilltop Hirise Pvt. Ltd. for supply and commissioning of Komatsu HD785 Dump Trucks. Hilltop has since deployed these mining trucks for OB contracts at BCCL-Gondudih OCP. This is part of Hilltop's efforts to upgrade its fleet size from Tipper Trucks to Mining Equipment.

Hilltop had also placed order for its first Komatsu WD420 Wheel Dozer which has been commissioned at MCL-Kulda OCP, near Jharsuguda, Orissa. Mr. Rajat Chakraborty, MEB-East handed over the symbolic key to Mr. Alok Agarwalla and Mr. Navin Tulsyan, partners of the company, at site.



Mr. Rajat Chakraborty, MEB-Kolkata handing over the symbolic key of HD785 Dumper to the customer.

Bravo, Team L&T !

It came as a proud moment to L&Tites when a consignment of L&T 9020 Wheel Loaders was successfully commissioned for the first time in the Ladakh area. Despite COVID19, the machine was delivered in time to Border Roads Organization for deployment to build the strategic and mountainous roads. This was part of the 4-machine consignment supplied by L&T to BRO and to strengthen India's resolve to build quality infrastructure along the International Border.

BRO projects are toughest in terms of the terrain, altitude, hostile climate and the remoteness of the sites. This is L&T's first foray into BRO for Wheel Loaders and will extend the after-sales support through its Dealers. L&T is proud to be associated with BRO and Indian Army, and in their efforts to build a solid defence against incursions across the border.



L&T team proudly waves the Indian Tricolour at the commissioning site of L&T 9020 Wheel Loader in Ladakh.

Komatsu Excavators enable BRO carve a new route to Kailash Manasarovar



A 80 km mountainous road to Kailash Manasarovar, constructed by Border Roads Organization, was inaugurated by Mr. Rajnath Singh, Hon'ble Defence Minister. At 17,000 ft high altitude, the new route extends from Ghatiabgarh-Uttarakhand to Lipulekh Pass, close to the Line of Actual Control, near China.

Garg & Garg, one of our key customers based in Ropar-Punjab, was engaged by BRO to execute this road construction project. As many as 20 nos Komatsu PC210-8M0 Hydraulic Excavators worked arduously in this inhospitable terrain to make it happen. Some of these machines fitted with Rammer Rock Breakers also supplied by L&T, were used for breaking and excavating blasted hard rock, often disrupted by snowfall, landslides and flash floods. Komatsu PC210-8M0 played a critical role in the construction despite engaged for only six-seven months in a year owing to snowy conditions for the balance period.

This new route will greatly help the pilgrims travelling to Kailash Manasarovar in reducing the travel time from 3 weeks to one week and ushers a new era in border connectivity. We compliment our team for supporting these machines to ensure that they work, uninterrupted and take pride that L&T team could deliver a successful project despite COVID19 challenge.

Thakur Infraprojects - Bonding Stronger!



Mr. Paresh Thakur



Mr. Ramsheth Thakur

Quality with Excellence has been the guiding vision of Mr. Ramsheth Thakur, the founder of Thakur Infraprojects who laid a clear foundation for business, while adhering to good industrial practices and work environment. Established in 1974 originally as S.C. Thakur & Bros., the firm subsequently changed to Thakur Infraprojects Pvt. Ltd. From its initial contracts as developer for CIDCO in Navi Mumbai, TIPL has grown at a rapid pace offering a wide range of services in Earthmoving & Infrastructure Sector. TIPL is an ISO 9001 certified company and strives to position as the most preferred infrastructure developer in India.

The group is effectively managed by the Thakur family – Mr. Paresh Thakur has set a fiery pace of growth with ambitious goals and has ushered in professional management to handle the company's trajectory. On their journey, he says, "We have contributed significantly to the infrastructure footprint in Maharashtra, Gujarat and Kerala for four decades." Incidentally, Mr. Paresh Thakur is an elected Corporator in Panvel Municipal Corporation and involved in youth welfare and social development in a big way.

His brother, Mr. Prashant Thakur, is also highly active in the company affairs. He says, "I always believe that a successful company

is built by its employees and suppliers who take pride in delivering the best. I am a team player and a firm believer of adopting the most modern technologies to take the business forward." Given his credentials as MLA of Panvel Legislative Constituency, Mr. Prashant Thakur is extremely busy in public life but still finds time to motivate the TIPL team.

Mrs. Shakuntala Thakur is the face of TIPL in external society. She has been instrumental in transforming the firm into a vibrant organization. Her encouragement has translated into active teamwork and continued success.

Mr. K. Dhananjayadu and Mr. Ch. Bharnikumar, Directors, have been at the forefront of TIPL and handling critical challenges and delivering various projects. Mr. Dhananjayadu is an M.Tech in Civil Engg and has a versatile knowledge of Civil Engineering industry while Mr. Bharnikumar is into project management and has a vast experience in mining and blasting techniques. The company has on rolls over 2500 employees and many of them have been with the firm since its inception.

TIPL finds synergy among its various businesses - Infrastructure, Logistics, Manufacturing and Quarry. Over the years,

TIPL has done several assignments for CIDCO/NMMC and provides ground support equipment in Nhava Sheva Port. TIPL has formed JV with various partners to develop upcoming projects in Navi Mumbai and Raigad district. Production and supply of Ready Mix Concrete, Asphalt Concrete and Sand & Aggregates are part of the regular business operations.

Today, TIPL delivers end-to-end solution in infra space and has modern equipment fleet. It has an impressive fleet of machines – Komatsu PC 210-8 /PC 200-6 /PC300/PC350 Hydraulic Excavators, GD511 Motor Grader and L&T 491 Mini Compactor. Komatsu machines have given them an excellent service. This has enabled TIPL in becoming a leading infra development contractor in Maharashtra. TIPL continues to derive inspiration from its founder – who has been committed to social development and public life.

As a Brand Management Customer, L&T and Komatsu extend full support to TIPL in improving fleet availability through condition monitoring of machines, showcasing best maintenance practices and offering specializing training on breaker application, besides improving parts availability and machine output.

Balajee Infratech & Construction – Total Solutions in Infrastructure



Mr. Mukesh Dokania



Mr. Ashish Dokania

Balajee Group is one of the prominent firms involved in infrastructure segment in the Western India and steered by the Dokania family. Established 25 years ago by the industrialist and visionary, Mr. Pashupatinath Dokania, Balajee Infratech & Constructions Pvt. Ltd. has grown into a flagship company providing total solutions in infrastructure. With a track record of diverse portfolio of jobs - airports, roads, highways, railway to housing, the group's turnover has touched Rs. 600 crore.

Today, the group is well managed by the new generation of Dokania brothers. "My involvement is mostly in critical areas and monitoring of key projects," says Mr. Mukesh Dokania, Managing Director, who shares the vision of the founders with his trusted team. With two decades of valuable experience behind him, he accelerates the business growth and in building a robust system.

His brother, Mr. Manish Dokania, trained in UK, employs innovative methods in resolving issues. "I take care of strategic interests, creating new business and implementing new ideas", he says. Another brother, Mr. Manoj Dokania, is a specialist in project execution and construction management. He has been instrumental in constructing and delivering India's first Formula-One racetrack for Jaypee Sports, besides executing international airport projects in Bangalore, Mumbai and New Delhi.

The youngest of all, Mr. Ashish Dokania has extensive experience in Quarrying and Crushing and has worked on Nelamangala-Tumkur Road Project, Bangalore International Airport Project and several other infrastructure projects. His excellent liaison and rapport with various agencies help out the Dokania family to handle large projects with ease.

Their machine population includes Komatsu PC130, PC200, PC300 Hydraulic Excavators, GD511 Motor Graders and D65 Dozer. Construction of roads as per NHAI and MORTH norms, Main Runway, Apron, Taxiway, Internal Roads, Supply of Aggregates, Mass Excavation, Area Grading, Open & Control Blasting, PQC, CTB, DLC works have been successfully executed by Balajee Group while combining knowledge and expertise with focus.

Some of their track record projects include:

- Roads & Highways - 20 km of 2-Lane to 6-Lane road work of Jaipur-Kishangarh Expressway



Mr. Manish Dokania

- Railway Projects – 37 lakh cum earthwork and blanketing work at Dhamra Port Rail Link Project
- Mining - extracted 2.80 million MT boulders for Bangalore International Airport Project
- Crushing - supplied 3.80 million MT boulders in 16 months for a road project in Gujarat
- Quarrying - extracted 1.25 lakh MT boulders in a single month for New Delhi International Airport Project
- Airports - 28.00 lakh cum earthwork in 12 months at Bangalore International Airport Project

Eecogreen Infratech – Accomplishing tough tasks

When Mr. Rajpal Choudhary passed out as a commerce graduate in 2007, he had the option of joining his father's lineage and get into public life (his father, a Village Sarpanch) or tread his own path – he chose the latter. He joined a partner to set up a stone crusher at Maheshwas, Jaipur and establish business to sell aggregates. In the later years, he consolidated the business and established his own firm, Eecogreen Infratech Pvt. Ltd.

He secured AA class license in 2009 and began executing road projects in Rajasthan for RPWD and CPWD. He procured and deployed his first excavator for crusher application and faced uncertainties at work. But that did not deter him from going ahead. In 2010-12, he undertook a major assignment of earthwork in Barmer for Jindal Power. With the new-found confidence, Mr. Choudhary expanded his operations by setting up three more crushers and purchased Komatsu PC210-8 machine during 2013.

In 2015, Eecogreen secured major orders from L&T ECC and Tatas for WDFC in Rajasthan and Gujarat for earthwork, hard rock and culverts. The customer was impressed with PC210's performance and after-sales support extended by L&T team. He went on to procure more Komatsu machines for his projects. He says, "I found Komatsu machines were highly reliable in the site. Whenever I sought support, L&T team was always there. This has been a huge advantage." Mr. Rajpal is highly appreciative of L&T's back-up support – which was just a call away, he says.

When Jaiprakash Associates was looking out for a contractor in 2017 to supply aggregates for their new Mangdechhu Hydroelectric Project in Bhutan, Mr. Choudhary entered the fray and bagged the order. Everything was new to him – the place and the people. But he did not shy away – instead he took it as an opportunity and took the plunge. He established a new crusher unit in Bhutan and supplied the aggregates locally. It was definitely a tough task but he delivered and won the hearts of his customers.



Mr. Rajpal Choudhary

This association enabled Mr. Choudhary to grow stronger and expand his business to other states in India like Tamilnadu, West Bengal and the North-East.

Mr. Rajpal Choudhary is now moving overseas with investments in Granite quarries in Ethiopia and Nairobi. He has roped in his younger brother, Mr. Dharam Pal Choudhary, to support him in the business.

Palsiddha Construction – Unique strategy



Mr. Rajinder Kante

Working with local entrepreneurs, taking them on board as sub-contractors and providing them with rental equipment has been a unique business strategy employed by Shri Palsiddha Construction, which has fetched them goodwill and success in their journey so far.

With its head office in Buldaha-Maharashtra, the firm was established in 1993 by Mr. Sahib Rao Kante as proprietorship concern and later converted to partnership with Mr. Arjun Kante and Mr. Rajinder Kante as stakeholders. Mr. Rajinder Kante, Managing Director, is a Civil Engineer with experience of over 25 years and coordinates with OEMs. Mr. Arjun Kante, the brother of Mr. Sahib Rao Kante, takes care of finance and treasury. Palsiddha Construction employs 150 persons and has a turnover of 140 Cr.

Today, Palsiddha undertakes diverse projects in infrastructure segment such as roads, buildings and civil engineering in Central India especially in Buldaha, Akola and adjoining districts of Vidharbha area. L&T's team from CEB-Nagpur has been working closely with Palsiddha management on introducing LTCEL equipment at their sites. They achieved a breakthrough with the first order of L&T 1190 Soil Compactor and followed by L&T 990 Tandem Compactor. The customer has since procured 11 nos. machines as they found L&T Compactors good in performance and value for money.

Says Mr. Rajinder Kante, "We leveraged the quality and durability of L&T Compactors from their advanced features which add to their productivity and speed in operations. Better fuel per unit of productivity and trouble-free operation takes care of the operating expenses." L&T and Dealer Support have helped in resolving issues at sites promptly. This relationship has enabled L&T to strengthen its brand in Vidharbha area especially with Palsiddha becoming a strong reference for other customers.

Golden Stone – Shimmering Success!

Even as the lockdown hit the nation, it did not dampen the positive attitude of Akhilbhai who continued to be cheerful and radiate joy. This is Akhilbhai's inherent strength and each meeting with him leaves us enthusiastic and joyful. Akhilbhai believes strongly in the concept of a joint family and its strengths of living and working together, which has contributed to the success of his venture, Golden Stone, which is the largest producer of Kota stone in Jhalawar district of Rajasthan.

It was in 1996, his father Mr. Rashid Khan realized the dream of owning mines when he secured a mining lease from the Govt. of Rajasthan. He employed local labourers to carry out the mining activities and involved Akhilbhai and his brothers, Md Shahid, Md Sakhi and Md Alam into the business, progressively.

During 2007-08, engaging with manual labour was no longer feasible. So, they brought in mechanization by hiring an excavator. Buoyed by the success, Akhilbhai procured L&T-Komatsu PC200 machine in 2009 to address the growing requirements. He secured three more mining leases in 2010 in Runjhi area of Jhalawar. Superb performance and assured productivity of PC200 machine prompted the brothers to procure more machines in quick succession



Mr. Akhilbhai with his family

and raised their production of stone to 50 lakh sq ft per year.

"When it comes to PC210 machines, they are highly effective in tough conditions. The new model PC210-10 consumes less fuel and gives more production. We have availed assistance from both L&T and its Dealer and received the best service. We have a maintenance system in place and follow it strictly," remarks Akhilbhai.

"In 2018, we succeeded in increasing the production and could reach the annual target of 1 Cr sq ft within 2 year time. Our entire output goes for domestic consumption, mostly for residences, basement and places of worship. Our fleet includes 3nos. PC200, 6nos. PC210-8 machines and 3 nos. PC210-10," says Akhilbhai.

Golden Stone is keen to invest in new mining activities and has secured the lease of 2 nos. mines in Madhya Pradesh. The family will soon be bringing in the next generation as they set to expand business.



Mr. Ritesh Agrawal

Arcons Infra - From Strength to Strength

Arcons Infrastructures and Constructions Pvt. Ltd. is a leading firm operating in Chhindwara-Madhya Pradesh. It was formerly known as Agrawal Construction Company and was started during 1973. Infrastructure & Road Projects, Irrigation & Canal Projects, Warehousing and other Civil Construction are part of its portfolio of jobs. The firm was awarded Indira Priyadarshini award for Excellence in the field of construction during 2003.

Mr. Rajesh Agrawal, Managing Director, is a civil engineer from Manipal Institute of Technology, and possess a diverse experience of 25 years in construction business with active involvement in contract finalisation and operations. His younger brother, Mr. Ritesh Agrawal, CEO, has a degree in Industrial Engineering from Nagpur. He takes care of Finance, Treasury, Operations, Purchase and Administration. Mr. Sanjay Kohatri and Mr. Kamlesh Kohatri are full time Directors.

For L&T, this customer was a breakthrough in 2018-19 with the sale of the first PC71. L&T team in CEB-Nagpur built a sustained relationship with Arcons that saw the firm procure more Komatsu PC130 and PC210-8 machines in quick succession. The customer deployed these machines in various projects and has been immensely satisfied with Komatsu's reliability, technology and value. Arcons employs 350 people and has an annual turnover of Rs. 390 crore.

Mr. Gadkari opens CII Virtual Exhibition – DiECE

L&T joined 130 other companies to participate in DiECE, a virtual exhibition, hosted by CII and built on a digital platform for the Construction Equipment Industry with the objective of continuing business, despite the period of COVID19 disruption.

The platform showcases company's products, demonstration videos, brochures, technical specifications, online chat / video interface with the prospective buyers. Benefits of participation includes target promotions among various stakeholders, organising digital conference on infrastructure and online presence.

The exhibition was inaugurated virtually by Mr. Nitin Gadkari, Hon'ble Minister of Road Transport & Highways and Small & Medium Enterprises, Government of India on 18th August 2020. He stressed the need to step up infrastructure and ensure that quality products that meet international standards



are rolled out. Exhibitor list alongwith their Products and Services on display in the virtual platform is available for download.

L&T hands over 2000th Compactor to customer in Doddaballapur

One more proud moment for the Compactor team even as they crossed the milestone of 2000 numbers! At an event organized at LTCML premises in Doddaballapur on 7th October, the symbolic key of the new gleaming 2000th Vibratory Compactor, L&T 1190, was handed over to Mr. P.Raghupathy, Proprietor, Sri Sai Earthmovers by Mr. Arvind K. Garg, Executive Vice-President, CMB. Mr. D. Keshava Kumar, CE, LTCML, Mr. HS Hande, GM-Machinery Works, Mr. Shailesh Kodkani, GM – Hydraulics Works, Mr. Vivek Hajela, VP – Construction Equipment Business, Mr. Jaikumar Kamath, Head-Road Machinery, Mr. Saneesh Kumar, Zonal Manager, CEB-South along with senior officials participated in the event. Mr. Vijayendra Bhat and Mr. Akhilesh from the Dealership, Anugraha Equipment, were also present at the event.

Mr. Raghupathy is a Bengaluru-based leading contractor with a track record of 20 years in Real estate, Irrigation Projects, Land development and Road projects. He has been



Mr. P. Raghupathy of Sri Sai Earthmovers receiving the symbolic key of the 2000th Compactor from L&T senior management team.

a strong votary of L&T and Komatsu products, and has vouched for its reliability and durability. Sri Sai Developers have been awarded NHAI projects and are executing prestigious projects.

L&T, which started manufacturing its own range of Road Construction equipment since 2015, has made rapid progress into the road sector and now offers total solution with its wide range of equipment. L&T Compactors are widely deployed for national highway, airport project, arterial roads and township development.

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