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Vol.34 Customer Newsletter July 2022

L&T Showcases New Products and Sustainable Technologies at







Safety is always in our sights **Zero Harm is our Mission**



L&T SAFETY DAY 4 July 2022

Brought to You By: Corporate Brand Management & Communications

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Designed to Deliver



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Leaving Impressive Impression

Excitement among customers was palpable. The wide array of machines and solutions, all backed by sustainable technologies, showcased at Excon led to many enquiries and several orders

n impressive show of 18 machines and eight special attachments made L&T's Pavilion at Excon one of the most comprehensive and integrated displays of Construction, Earthmoving and Road Machinery. It was the fruit of several months of meticulous planning and close synchronisation with our principals, Komatsu and Scania, L&T Kansbahal, and L&T Construction Equipment Ltd, besides Movax, Rammer and Kemroc.

Held in Bangalore between 17th and 22nd May, Excon, one

Government of India. Lieutenant-General Rajeev Chaudhry, Director-General of Border Roads (DGBR), and his team also visited the L&T Pavilion and took a keen interest in various machines and attachments.

Interestingly, despite rainfall and heavy winds on the first day forcing the organiser to disconnect power, L&T's stall stood firm, braving the inclement weather just like the products it deals with, which are a testimony to Quality, Reliability and Durability.



of the largest exhibitions in Southeast Asia, was organised after a gap of almost three years. L&T Construction & Mining Machinery (L&T CMB) decided to display its technological prowess over 2950 sqm-- the largest since it first participated in 2002.

The senior management led the participation at the Excon show, namely, Mr Yasunori Fujii, Managing Director, Komatsu India Pvt. Ltd., Mr Johan Schlyter, Managing Director, Scania CV India Pvt. Ltd and Mr Arvind K Garg, Senior Vice President and Head, Construction & Mining Machinery, L&T.

L&T Pavilion was inaugurated by Mr Basavaraj Bommai, Hon'ble Chief Minister of Karnataka and General VK Singh, Hon'ble Minister of State for Road Transport & Highways, In fact, unlike many, our stall was humming with customers within a short time. By the end of Excon, on 22nd May, the L&T stall was visited by almost 1,600 customers from various parts of the country to experience the technological strengths and service capabilities.

Being organised after a considerable gap, customers were upbeat about the synchronised range of products we had showcased. Komatsu stole the show with its bevy of mighty machines – Hydraulic Excavators, Crawler Dozer and Motor Grader proudly standing in the stall. We had a separate section for Sand Plants manufactured by L&T at its Kansbahal facility and had a full-fledged team to attend to enquiries. Scania Tipper, too formed part of an exclusive display. As part of the Atmanirbhar Bharat initiative, L&T showcased the complete range of LTCEL Road Machinery and Material Handling equipment which are CEV-IV compliant.

Komatsu Mining Equipment were showcased in the form of posters showing machines deployed at key jobsites and mining projects. The range covered the large-size machines assembled and commissioned by L&T across the country.

Genuine Parts from Komatsu and Scania, which form the lifeline of the products, were put on an exclusive display inside the stall, including cut-sections of filters and undercarriage. Special attachments such as Rock Breaker, Rock Splitter, Slope Compactor, Crusher Bucket, and Chain Cutter were displayed in the outdoor area.

Recon Components such as Engines and Pumps, refurbished at L&T Service Centres, were on display. Customers can walk into service centres with worn-out machine parts and get them replaced with the Recon Components, reducing downtime. A host of visitors experienced the virtual and augmented reality simulators that imitated real-life work conditions and digitalised solutions.

Graced by a gathering of customers, finance partners, and company delegates, new environment-friendly, B20biodiesel-ready hydraulic excavators were launched to address the emerging needs and technology requirements. These were Komatsu Hydraulic Excavators - PC205-10MO, PC500LC-10R, PC210LC-10M0 Super Long Front and Komatsu Motor Grader GD535-6.

Current models of road machinery and wheel loader manufactured by L&T meeting CEV-IV emission norms as mandated by the Government were displayed at the stall. Komatsu's latest generation excavators are also environment-friendly. Komatsu and L&T CMB jointly launched Komatsu Genuine Engine Oil (CK4) to meet stringent lubrication requirements of these engines at the Exhibition.

KIPL and L&T CMB, as part of their customer-centric approach, also dedicated a Mobile KGO Lube Van that will enable doorstep delivery of lubricants to customer sites safely. It will carry four barrels, including one empty barrel for collecting used oils and dispensing them in an ecologically safe process.

Excitement among customers was palpable. The wide array of machines and solutions, all backed by sustainable technologies, showcased at Excon led to many enquiries and several orders, including large ones.



Lt Gen Rajeev Chaudhry, Director General of Border Roads, being presented with a memento by Mr Arvind K Garg, Sr VP & Head, L&T Construction & Mining Machinery during his visit to L&T Stall. Also seen is Mr Vivek Hajela, VP-CEB, L&T



Hon'ble Chief Minister of Karnataka Mr Basavaraj Bommai alongwith the Union Minister of State for Road Transport & Highways Mr V K Singh unveiling the new machine - Komatsu PC210 Super Long Front - amidst a gathering of customers, Komatsu and L&T executives, led by Mr Yasunori Fujii, MD, KIPL along with Mr Vivek Hajela VP-CEB, L&T

Biodiesel Fuels Efficiency

■ Komatsu and L&T launched a range of biodiesel-compatible Hydraulic Excavators, Dump Trucks, Wheel Loaders, Crawler Dozers, Motor Graders and Water Sprinklers for the Construction and Mining segment

n line with the government's commitment at the COP26 Summit that India would achieve carbon neutrality by 2070, Komatsu, the principal of L&T Construction & Mining Machinery (L&T CMB), introduced a range of biodiesel-compatible equipment for the Indian Construction and Mining industry at Excon 2021.



chain soon, "

Managing Director, Komatsu India Private Limited, says: "Our key message during Excon was "Komatsu is ready for biodiesel". It's an honour for me that Komatsu products and L&T's product support can contribute to India's carbon neutrality efforts. I expect highquality biodiesel suppliers to establish a nationwide supply

L&T CMB, with its nationwide network of dealerships and service stations, will offer after-sales support for these machines.

The range of mining biodiesel-compatible equipment includes Hydraulic Excavators, Dump Trucks, Wheel Loaders, Crawler Dozers, Motor Graders and Water Sprinklers. In May, Komatsu India Private Limited (KIPL), the wholly-owned subsidiary of Komatsu Ltd, Japan, rolled out India's first mining truck compatible with biofuel from its advanced manufacturing plant in Chennai.

The fuel systems of these equipment are designed to work with B20 without any visible change in the performance and without altering the maintenance schedule. In addition, these machines can also run on 100% diesel without any modification, offering users flexibility along with Quality, Reliability and Durability.

The fuel systems of these equipment are designed to work with B20 biodiesel without any visible change in the performance and without altering the maintenance schedule

Mr Arvind K Garg, Senior Vice President and Head, L&T CMB, said: "Sustainable technology is the focus at Komatsu and L&T. As part of our initiative to introduce sustainable technologies in the Construction and Mining Equipment space, we are introducing various machines that can operate on B20 Biodiesel. These equipment deliver the same power and productivity when operating on alternate fuels. It also saves fossil fuels, reduces greenhouse gas emissions, and helps us achieve our goal towards a cleaner planet."

Both Komatsu and L&T have drawn up plans for achieving

carbon neutrality long before the country reaches its green target. Komatsu would be manufacturing these biodieselcompatible machines, and L&T CMB would provide aftersales and on-site support. These equipment would also aid in attaining green targets for both Komatsu and L&T.

These machines will enhance job site efficiency, reduce fossil fuel consumption by running on biodiesel blends up to B20 and offer an excellent and immediate opportunity for the Construction and Mining Equipment industry to contribute to the COP26 target.

With a sustained push for infrastructure by the government, there has been a rise in the need for sustainable technologies that execute projects faster and fuel the country's long-term infrastructure ambition. The environment-friendly machines will meet these requirements.

Commenting on the introduction Mr Yasunori Fujii,

Mining Fleet

Hydraulic Excavator -- PC1250-8R

Dump Truck -- HD785-7, Wheel Loader -- WA900-8R

Crawler Dozer -- D275A-5R

Motor Grader -- GD825A-2

Water Sprinkler -- HD465-7E0

Construction Equipment

Hydraulic excavators - PC205-10MO PC500LC-10R, PC210LC-10M0 SLF Motor Grader -- GD535-6



Mr Arvind K Garg, Sr VP & Head, L&T Construction & Mining Machinery setting the context for the seminar on 'Women in Construction – Challenges, Solutions and the Way Forward' held at BIEC auditorium coinciding with Excon Show. Speakers were drawn from the industry, armed forces, manufacturing and NGO.



Women Power! L&T and Komatsu women employees deputed at the Excon exhibition come together with senior management for a group photo in the Stall



Mr K A Sravan Kumar, & Mr S Chattopadhyay, receiving the Women in Construction award from CM of Karnataka Mr Basavaraj Bommai and Mr V K Singh, MoS, MoRTH during the inauguration of Excon 2021



Ms Debanjali Sengupta, Country Head, Shell Lubricants, along with Komatsu and L&T management during the launch of Mobile Lube Van at the Excon Stall



Mr B Srinivasa Rao of BSR Infratech India Ltd receiving the symbolic key



Mr Viswanath B Patil, Mr D S Mutt and Mr V B Patil receiving the symbolic key of PC205



Mr G Malakondaiah, Mr G Mohan Rao and Mr K Hariprasad of Superfine Sand (Hyderabad) Ltd with L&T team



Mr G Satish Kumar of Sreevaree Enterprises with L&T team



Mr P Pavan Kumar Reddy of Jai Hanuman Enterprises being welcomed in L&T Stall



Mr G Narasimha Reddy, Mr A Narasimha Reddy and Mr E Ravinder Reddy of N&N Infracon with L&T team



Mr M Hemanth Reddy of MSR Constructions receiving the symbolic key



Mr Kamalakar of Sairam Diggers receiving the symbolic key of PC205



Mr Abhinav Reddy, Gallop Mines, Mr Ashok, Mr Azad, Venkateswara Stone Crushers and Mr Srinivas, Ch Veeraraju and Co, greeted in the L&T Stall



Mr Ramasamy, MD, Jayasakthi Blue Metals receiving the symbolic key from L&T team



Mr Velmurugan, KPM Thulasi Suppliers, Mr Ashwin, KJR Blue Metal and Mr Dhanakoti, Dhana Blue Metals receiving the symbolic key



Mr Amaran, Proprietor, Sri Thayalnayagi Infrastructure receiving the symbolic key from L&T team



Mr Kumaresan of Win Sudharsan Construction and Mr Madheswaran of AM Associates receiving the symbolic key



Mr Gurusamy of Akshaya Earth Movers, Krishnagiri, receiving the symbolic key form L&T team



Mr Singu Ramesh, Sai Yashaswi Stone Crushers and Mr Singu Sadashiva Rao, Sai Raghavendra Stone Crushers, Perecherla, receiving the symbolic key



Mr Thangaraj of RTS Agalya Transports, Salem, receiving the symbolic key



Mr Abdul Salam of Rock View Granites, Malappuram, receiving the symbolic key



Mr K Elumalai, Sri Murugan Stone Crushers, Nagaris, with L&T team



Mr Selvam, Jyoti Exports, Chimakurthy with L&T team



Mr T P S Sekar, MD, TPS Construction Company, Salem, receiving the symbolic key



Mr Chetan J Mhatre and Mr Pradeep Mhaskar of J. M. Mhatre Infra Pvt Ltd in the parts display area



Mr T K Anwar of Rockana Ventures, Kozhikode with the symbolic key



Mr C K Nanda, Mr Pratap and Mr Shankar Jain of RMC Readymix (India) Pvt Ltd



Mr Prateek Kakkar of Afcons Infrastructure Ltd in L&T Stall



Mr Milan Sindhav of Velji P & Sons Agencies Pvt Ltd



Mr Saurabh Khakal of S.B. Khakal and Mr Ameya Mehta of SMC Infrastructures Pvt Ltd



Mr Vinod Nair and Mr Pankaj Garg of Modern Road Makers with L&T team



Team from Nasser Global Links led by Mr Hamidali R Nasser in L&T Stall



Mr Nitesh Munoth of Arham Developers, Mr Anand Lal, Mr Amogh Thakur, Mr Swapnil Thakur of Thakur Infraprojects Pvt Ltd with Mr Arvind K Garg



Mr Siddappa Jakkannavar of Balajee Infratech & Constructions Pvt Ltd



Mr Ajit Oswal, Head-Technical, Ultratech Cement Ltd and Mr Sabari Vasan in L&T Stall



Mr Atul Kokate, Mr Amol Chavan, Mr Aditya Chavan from Aditya Corporation and Mr Pruthviraj Thopate of Rajtej Stone Crusher



Mr Rahul Chaddha of Caliber Merchantile, Chandrapur, with his team



Mr Jagjit Singh Mann & Mr Ajit Singh Mann of Mann Engg, Nagpur, with L&T team



Mr Anil Bansal, CMD, Bansal Construction, Bhopal, and his team



Mr Anurag Surana, GM, PATH (India) Ltd, Mhow, Indore, at L&T Stall



Mr Babu Grover, Director, Jai Bhole Enterprises & Shivakash Industries, Katni, Madhya Pradesh in discussion with L&T team



Mr Anil Sharma, CMD, Starex Minerals, Durg, at L&T Stall



Mr Lalit Jain from Dev Mining, Raipur, took the symbolic key at a PC300 Handover Ceremony



Mr Paritosh Gundawar of P R Projects, Chandrapur, was a serious visitor in Excon and took keen interest in new lanuches



Mr Akato Zhimomi, Proprietor, Vertex Construction receiving the symbolic key of PC210-10M0



Mr S R Samal, MD, Kalinga Commercial Corporation and his group with L&T team



Mr Pratik Godha, Director, Nidhi Creative, Guwahati, with L&T team



Mr Manohar Chokhani, Partner, RDPL-SOPL with L&T team



Mr Twinkle Bhagat of Aditya Enterprises, Sahebgunj, Jharkhand, receiving the symbolic key



Mr Thejaselie Chielie of K.C. Angami, Kohima-Nagaland, receiving the symbolic key of PC210-10M0



Mr Nabaghana Behera, MD, Arati Construction, Barbil, receiving the symbolic key of S315R SSL



Mr Susanta Tripathi of Angul, Odisha, receiving the symbolic key of PC205



Mr Harpreet Sahni of Rapid Infra Equipments receiving the symbolic key of L&T 491 from Mr Arvind K Garg and Mr Vivek Hajela in L&T Stall



Mr Nitin Bansal of NTC Ventures and Mr Manmohan Singh of JK Lakshmi Cement at the L&T Stall



Handing over of symbolic key of Movax SG75 to Mr Ajay Kumar, Meerut



Key Handing over of Komatsu PC210-10 to Mr Ras Bihari Singh, Ahraura, Mirzapur



Key handing over of Komatsu D85 Dozer to Mr Sudhir of Ram Kripal Singh Construction Company, Gurugram



Mr Shivraj Kundu & Team of KCC Buildcon Pvt Ltd, Gurugram, at the L&T Stall



Mr Girish Pal Singh and Mr Gaurav Sharma of H G Infra Engg Ltd receiving the symbolic key



Key Handing over of Komatsu D85 Dozer to Mr Mahendra Agrawal of GR Infraprojects Ltd, Gurugram



Mr Tajinder Singh of Khalsa Engineering receiving the symbolic key from Komatsu team



Mr Hiralal Nagar of Guru M-Sand Industries receiving the symbolic key from Komatsu team



Mr Ratilal Meghji Sorathia, Mr Harish Bhai and Mr Bhavesh Baldaniya, Baldaniya Construction, Kutch, at the L&T Stall



Mr Vikram Gade of N.K. Gade Co. Sangamner and Mr Ranjeet Patil of HPM Infra Nashik



Mr Tatya Jadhav, Site Incharge, S.M. Autade Pvt Ltd



Mr G B Siddhesh with Parts team at Excon Stall



Parts team with Mr C Halappa at L&T's Excon Stall



Mr N Ramalingam, MD, Ramalingam Constructions Company along at the L&T Stall



Mr D Ramesh and Mr S K Mohanta of Aurobindo Realty at L&T's Stall



Mr S Mantha and Mr Khanjan Antani from NCC receiving the symbolic key



Mr Vikas Sharma and Mr Abhimanyu of Holcim Cement at L&T's Stall



Mr Shantibhai Dholu and Mr Naveen Dholu of Durga Construction with Mr Y. Fujii, MD, KIPL



Mr Pankaj Agarwal of Shree Cement at L&T Stall



Mr Ajay Singhal of Wonder Cement with Mr Arvind K Garg at L&T Stall



Mr Mangal Singh Rathore of Sainik Mining with L&T team



Mr Dinesh Singh, CEO, Anand Mining with L&T team



Mr Sudhir Dholu and Mr Kishor Dholu, Directors, Gaurav Contracts Co, Bhuj, at L&T Stall



Mr Suman Nair of BGR Mining, Hyderabad, with L&T team



Mr P Patel, ED, PCPatel, Vadodara and Mr R Dholu, Director, Mahalaxmi Infra, Ahmedabad, at L&T Stall



Mr Nitin Joseph, MD, LSN Minerals along with Team L&T



Mr Gokuldas Bhandarkar, Bhandarkar Constructions, Mangalore, with the L&T team



Mr Y Fujii with lady operators, Ms Nandana Prasad and Ms Anjali Malviya at Excon Demo area



A bird's eye-view of the BIEC Ground hosting Excon

Showcase to the Nation

■ L&T patronised Excon from its very first edition. With Komatsu already partnering L&T, it was natural for Komatsu to be involved closely in participating and showcasing at the exhibition



L&T's outdoor stall at Excon exhibition during the early years

L&T's participation extended from

simple outdoor stalls of 200

square meters to aesthetically

designed theme-based stalls like

the Japanese garden, which

received good acclaim

xhibitions are indeed an effective medium to showcase one's might and majesty. They form an excellent and integral tool to bring together sellers and buyers on a common platform. From showcasing the latest technology to the world, the exhibitions are a glamourous way to introduce the products to a larger audience and customers. With demos and launches packed in, the exhibitions are a fine attraction to the customers and their operation team to

keep abreast with technology updates and new products.

Excon is billed as the largest construction equipment in South Asia and a highly successful model, with over 1200 exhibitors participating in each edition. Looking back at Excon and its evolution, the show emerged stronger with each edition.

Excon started in a modest way at the beginning of the millennium, with construction equipment manufacturers coming together to put up an exposition. The Confederation of Indian Industry mooted the show as an

interface between the government and the industry. From its first edition, Excon struck its roots in Bangalore. The venue was the Palace Grounds in the city centre with its majestic Bangalore Palace, which resembles the Windsor Castle, providing a perfect backdrop.

L&T patronised Excon from its very first edition. With Komatsu already partnering L&T, it was natural for Komatsu

> to be involved closely in participating and showcasing at the exhibition. Several other corporates, both in the public sector and private industry, were in for the game as the shows, held successively in Palace Grounds every alternate year, grew from strength to strength. Industry bigwigs provided the much-needed

impetus to popularise the show and ensure good participation.

The exhibition format offered an excellent choice for OEMs and large corporates to put up outdoor exhibitions to

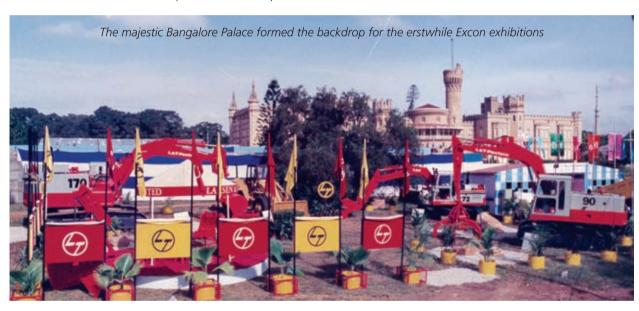


showcase their products. At the same time, component manufacturers and allied suppliers opted for indoor participation in the temporary hangars set up for the purpose, L&T's participation extended from simple outdoor stalls of 200 square meters to aesthetically designed themebased stalls like the Japanese garden, which received good acclaim. It provided an excellent sounding board for L&T to launch several products, the most memorable being the PC71 Hydraulic Excavator.

In 2007, Excon found a larger venue in the BIEC Grounds on Tumkur Road, with around 3 lakh square meters of space being booked for the exhibition. CII used the vast area available at the venue to carve out a mega show with OEMs putting up elaborate outdoor stalls with mezzanine structures and a display of mega machines. This was bolstered by the permanent hangars, providing ample space to showcase the wares and products of component manufacturers and smaller players in the industry. This year at Excon, L&T decided to display its technological prowess over 2950 square meters-the largest since it first participated in 2002.

Each edition focuses on concurrent developments in the field with conferences on topical themes for academia and industry. The topics have veered from alternate fuels and sustainable technologies to border roads and women in construction.

With the infrastructure sector becoming a key driver for the Indian economy, the government's focus has been on enhancing Excon. The exhibition facilitates the display of advanced technologies and has turned into a showcase for the country as the nation propels its objectives to fulfil the mission of Atmanirbhar Bharat.



L&T Hydraulics at Excon

L&T Construction Equipment Limited had hosted an indoor stall exclusively for L&T Hydraulics in Excon 2021. The stall showcased L&T's capabilities in design, manufacturing and supporting hydraulic products for applications in Construction, Earthmoving, Mining, Material handling, Renewable energy, Marine and Defence segments. There was a live display of cylinders, pumps and other components in the stall. Mr Shailesh Kodkani, GM-Hydraulics, LTCEL who was at the forefront of the activity, received customers and held discussions on their business prospects.



Komatsu Machines Dominate Show

■ L&T's Excon Pavillion displayed the entire range of Komatsu Hydraulic Excavators for the Construction Segment, besides Crawler Dozer and Motor Grader



here was an air of celebration in L&T Pavilion, with Komatsu machines dominating the Excon show and marked by the launch of four gleaming models – Komatsu Hydraulic Excavators PC205-10MO, PC500LC-10R, PC210LC-10M0 Super Long Front and a Komatsu Motor Grader, GD535-6 -- to a big gathering of customers and financiers. The KIPL team was in attendance throughout the exhibition, briefing customers on new products and developments.

These new models incorporate Komatsu's cutting-edge technology and have been specially developed to suit challenging Indian applications and conditions. As part of the initiative to introduce sustainable technologies, all these machines have been designed to run on B20 Bio-Diesel.

The Komatsu 'Earthwork Master' PC205-10M0 Hydraulic Excavator is specially built for the Indian market. It fulfils the long-felt need for continuous earthwork excavation while delivering unmatched fuel efficiency and performance at low initial and maintenance costs.

PC500LC-10R Hydraulic Excavator is the first of its kind launched by Komatsu in the 50-ton class. The machine is ideal for the mid-mining segment and works exceedingly well for overburden removal in coal mines. PC500LC-10R is equipped with options to fit a wide selection of attachments, making it suitable for various applications.

The PC210LC-10M0 Super Long Front (15m reach) is a perfect machine for jobs that require reach, power, and speed. Equipped with a powerful Komatsu engine, positive load sensing Hydraulic System, specially designed Super Long Front attachment and a convertible counterweight, this machine is suitable for river/canal de-silting, well digging, and underground metro projects.

GD535-6 Motor Grader is the next-generation CEV Stage-V emission-compliant machine. The machine is fitted with Komatsu's newly developed 148 HP engine and offers exceptional workability and environmental performance. It has improved operator comfort and maintainability over the previous model, GD535-5.

Komatsu machines are digitalised and equipped with KOMTRAX tracking systems that enable users to monitor equipment health and increase efficiency. The stall had an audio-visual room for customers to experience the depth of Komtrax reports and understand its benefits.

Among other Komatsu machines on display was the entire range of Hydraulic Excavators for the Construction Segment - PC71, PC130, PC210-10M0, PC210LC-10M0, PC300LC-8M0 and PC350LC-8M0 besides D85 Crawler Dozer. These are proven models, deployed for applications such as earthwork, land development, irrigation, and blue metal quarry and have set new benchmarks across the industry.,

Komatsu India manufactures the entire range of Hydraulic Excavators, including the new models, at its state-of-the-art facility in Oragadam, Chennai. Komatsu D85 Dozer and GD535 Grader are imported from other Komatsu plants worldwide.

The Trucker's Delight

Scania and L&T have been working closely with customers to deliver optimal products and services with a nationwide network to increase equipment uptime and provide top-class customer care

Globally, Scania is working

towards developing sustainability

solutions with a strong focus on

energy efficiency, autonomous

vehicles, renewable fuels and safe

transport



The powerful G500 Tipper Truck, showcased by our Swedish partner Scania Commercial Vehicles India Pvt. Ltd, at L&T's Excon pavilion, was the cynosure of all eyes.

This Heavy Tipper with 22 Cubic Meter payload capacity is 'a tough partner for rough mines' and a popular transport vehicle in the mid-mining segment. It sported a new rugged look with an aesthetically designed and safe cabin, better operator comfort and improved lugging capacity over its previous model, G440.

Besides the Scania Tipper, there were Scania Industrial and Service Engines on display, along with genuine parts, lubes and fluids. All this comprised the Scania offerings by L&T in the Indian market.

Scania, which entered India in partnership with L&T in 2007 with its P380 Tipper Truck, progressively introduced newer models such as P400 and G440. L&T has been actively promoting and marketing the Scania brand with local contractors.

In 2011, Scania strengthened its presence in India by establishing an exclusive assembly facility at the industrial estate of Narsapura in Karnataka.

Scania and L&T have been working closely with customers across segments to deliver optimal products and services with a nationwide network to increase equipment uptime



and provide top-class customer care.

Besides, L&T has maintained the Scania fleet for customers with Genuine Parts supplies and extended repair and diagnostic services across major sites to provide higher availability, increased productivity, and better profitability.

At the Excon stall, Managing Director of Scania India, Mr Johan Schlyter, along with his team, Mr S. Raghavan,

Director (Sales), Mr Jahir Ussain, Director (Service) and Mr Agam Kumar, Director (Marketing & Communication), received important customers and deliberated with them on Scania technology and plans. He reiterated Scania's commitment to the Construction & Mining Industry with a strong focus on developing emerging markets

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and providing holistic solutions for customers.

Globally, Scania is working towards developing sustainability solutions with a strong focus on energy efficiency, autonomous vehicles, renewable fuels and safe transport.

Scania has a 130-year history of mobility solutions and sees itself as a partner to India's ambition of building intelligent and sustainable mobility solutions powered by locally produced vehicles that are green and saves fossil fuel.

Indigenous Machines, a Huge Draw

■ Many of these models have been exported to SAARC and African countries and are fast catching up with newer destinations overseas



An impressive display of LTCEL machines and indigenous technologies

L&T is highly committed to

driving its efforts on

indigenisation and bringing

to the fore new products and

new technologies involving

local vendors

&T has made considerable headway in the design and manufacture of a range of high-quality machines for Road Construction as part of its effort to make the Atmanirbhar Bharat mission a success. These machines have been highly successful and are well accepted in the market.

At Excon Show, L&T exhibited the entire series of machines for the road segment – L&T 1190 Soil Compactor, L&T 990 Tandem Compactor, L&T 491 Mini Compactor and the L&T 2490 Pneumatic Tyred Loader in the outdoor pavilion. These equipment are CEV-IV compliant and incorporate the

latest features that make them comparable with world-class models. The compactors have been deployed by contractors in road and highway construction in a big way. These indigenous products were a huge draw at the exhibition and attracted considerable buyers and hirers.

L&T 9020 Wheel Loader and L&T

S315R Skid Steer Loader also formed part of the impressive display of machines. The L&T 9020 has been highly successful in the small loader category in the material

handling industry with applications in coal, blue metal, stevedoring etc. Skid Steer Loader has made a successful foray into the industry and L&T is actively looking to expand its applications.

Some of these models have been exported to SAARC and African countries and are fast catching up with newer destinations overseas. L&T is highly committed to driving its efforts on indigenisation and bringing to the fore new products and new technologies involving local vendors.

> These models are a result of sustained R&D fostered by L&T's inhouse Product Development Centre (PDC) located in Coimbatore. PDC is staffed with highly skilled and experienced design engineers who are working continuously on improving the products by using innovative technology and rapid prototyping to respond to user feedback L&T manufactures these

machines at its wholly owned subsidiary - L&T Construction Equipment Limited at Doddaballapur, in outer Bengaluru.

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Somewhere a River Smiles

Users have universally accepted the L&T Sand quality since its early inception in 2017. It has opened a niche segment of high-quality premium M-sand as good as natural variety

C and is one of the most used natural resources today. And • When L&T's stall at Excon showcased an eco-friendly technology that manufactures a variety which is as close to the natural one as it can get, the outcome was as expected.

The technology evinced interest from a few hundred visitors, a mix of potential and existing customers as well as financiers. They were interested in Sand Plant, Aggregate Crushing Solutions and Coal Crushing Solutions; after all, M-sand is made by crushing stones.

The ever-burgeoning infrastructure development has given rise to the requirement of sand in a massive way. This apart, awareness of the harmful impact of sand mining has been on the rise leading to litigations, and National Green Tribunal (NGT) issuing statutes.

In fact, for every 1 Kg of cement used, 3-5 Kg of sand is required depending on the grade of concrete used. Naturally, the mix of visitors at Excon was pan-India – Kashmir to Kanyakumari. It provided L&T with an opportunity to create awareness of M-



Mr Rajesh Parwal of Crystal Aggregate and Mr Shashikant Chavan of Jai Bhavani with L&T team



Mr S Janakiraman and Mr V Kasiraja of L&T Construction at the L&T Stall



sand produced from L&T e-7 Sand Plants and its need in sustaining the ecology and the environment.

The L&T e-7 Sand Plant offers a sustainable alternative to river sand. It is quality 'Engineered Sand'. This highly versatile and automated system manufactures eco-friendly sand providing the perfect combination of size, shape, gradation and purity of the product, without using water.

The sand produced is specific to user requirements - whether medium to high strength concrete or finer sand for plaster application. It gives sand particles a rounded, equidimensional shape and the desired fineness modulus (gradation) and selectively removes ultra-fines. The resulting concrete made with this sand provides higher workability and strength, requires less cement, and has a smoother surface finish. Users have universally accepted the L&T Sand quality since its early inception in 2017. It has opened a niche segment of highquality premium manufactured sand as good as river sand.

The future seems bright for the segment, and somewhere a river smiles!



Mr Parmesh Sangwan of PS Mining with Mr Vivek Hajela, VP and team

Genuine Parts for Peace

■ L&T believes 'In Service Lies Success', and its effort, from the beginning, is directed towards demonstrating the best in after sales so customers can have peace of mind





L&T showcasing Genuine Parts of Komatsu and Scania in L&T Stall

As part of the approach to

'Visualise Genuine Quality',

engineers presented various

tools to demonstrate and

educate customers on the

advantages of using Genuine

Parts

ookalikes don't work alike! While Genuine Parts enhance component life, minimise downtime, improve productivity and reduce lifecycle costs.

This year, at the L&T's Stall in Excon, which featured an array of parts and lubes, engineers educated customers on the advantages of using the Genuine Parts and their benefits while explaining the technical differences and limitations of imitations.

Genuine Parts covering a wide range of equipment like Hydraulic Excavators, Dozers, Motor Graders, Wheel Loaders, Compactors and Scania Tippers were displayed. Filters, undercarriage, ground engaging tools, engine repair kits, and genuine lubricants were showcased.

The focus of L&T Construction & Mining Machinery Business (L&T CMB) on providing Genuine Parts,

consumables, and lubes to customers reaffirms its commitment to the Construction and Mining Equipment industry. And as part of the 'Visualise Genuine Quality' approach, engineers presented various tools to demonstrate and educate customers on the advantages of using Genuine Parts.

For example, cut sections of both genuine and imitation filters highlighted the differences in filter media, filtration area and quality of filter construction. Cut sections of genuine hoses brought to light the differences in quality of hose material and hose construction; similarly, cut sections of undercarriage parts exposed the differences in design advantage, depth and hardness.

This apart, L&T and Komatsu introduced a heavy-duty undercarriage compatible with Hydraulic Excavators PC300 and PC350 for Granite & Marble applications, Abrasive and Impact Resistant Bushing (AIR) undercarriage for D85 Dozers, Heavy Duty Sprockets for PC210, suitable for Quarry

application and Dura Tooth points for demanding applications in Quarries, Marble and Granite mining.

Reconditioned (Recon) components, including engines, hydraulic pumps, and control valves, formed part of the display. L&T takes utmost care in rebuilding the Recon components using Genuine Parts at their state-ofthe-art workshops spread across the country. Recon components are built as per the Komatsu Engineering

Standards and minimise machine downtime.

An audio-visual room with Simulator and KOWA (Komatsu Oil Wear Analysis) lab experience also found a place in the stall.

L&T believes 'In Service Lies Success', and its effort, from the beginning, is directed towards demonstrating the best in after sales so customers can have absolute peace of mind.

Attachments Galore!

An array of attachments, a mix of globally sourced and indigenously manufactured ones, from L&T was part of the effort to popularise them among local customers for urban infrastructure construction and dredging operations



A row of special attachments on display at L&T Stall

L&T had products such as

RS250 Rock Splitter, SL230

Slope Compactor, CB250

Crusher Bucket and CS125

Clamshell on display

With attachments assuming a growing and critical role in the construction segment, this edition of Excon saw L&T showcase Special Attachments sourced from international brands – Rammer, Movax and Kemroc, at a dedicated section of its outdoor pavilion. L&T has partnered with these companies to market their reliable products across user segments.

The showcasing of these Special Attachments at Excon is a deliberate effort by L&T to promote these products among local customers for urban infrastructure construction and

dredging operations. The realty sector has seen a sudden rise in demand for effective breakers following the need to demolish old buildings and weak structures to make way for modern apartments and condominiums.

On display was the Rammer Rock Breaker from Sandvik-Finland,

known worldwide for its highly reliable and durable products. Rammer offers a comprehensive range of robust, productive and durable hydraulic hammers, breaker booms and demolition tools for any breaking application.

From Movax, another player from Finland, L&T had on display Innovative Piling Solutions. Movax is a world leader

in manufacturing excavator-mounted automatically controlled piling and foundation equipment of modular design. Movax offers an optimised way of piling for higher productivity and significant savings.

Kemroc, the latest in L&T's attachments portfolio from Germany and a champion in Cutter Solutions, had on display the EK-150 Chain cutter used for trenching, concrete renovation and tunnelling operations KRX-110 Powel Tool Driver used in drilling foundations.

Besides, L&T had products such as RS250 Rock Splitter, SL230 Slope Compactor, CB250 Crusher Bucket and CS125 Clamshell on display. These are indigenously designed by L&T's Product Development Centre and manufactured by L&T Construction Equipment Limited, a wholly-owned subsidiary of L&T. The Crusher Bucket and Slope

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Compactor are proven and have been successfully commercialised. These attachments have been developed for application in the Indian Construction and Infrastructure Sectors, and L&T has already made headway in the market.

L&T's partner Komatsu displayed a select range of Hydraulic Breakers and Quick Couplers at the Excon stall.

Women Behind the Machines

■ Women's engagement in a big way at the Excon Show boosted the entire industry and reflected the changing trends in society



t Excon this year, the hydraulic excavators launched by Komatsu and L&T Construction & Mining Machinery (L&T CMB) raised their arms and showered flowers on dignitaries and customers. Behind the controls of these heavy machines were young women who showcased the entire range of construction and road-building equipment and their salient features to customers.

A new generation of expert personnel, Ms Nandana Prasad

and Ms Anjali Malviya, demonstrated Komatsu's PC210-10M0 Hvdraulic Excavator. The pavilion had women adept at assembling machines and bringing them to life, interacting with customers.

These are women actively outdoing men in their bastion.

In fact, in recent times, many have led the path with a new sense of confidence and an exclusive identity they have carved for themselves.

One of the key themes at Excon 2021 was 'Women in Construction'. Participant companies highlighted areas where women have excelled in the construction industry and have grown to occupy larger responsibilities. Some critical areas are engineering as well as controlling heavy complex machinery that builds the nation. These machines, a few times heavier than a car, are multiple times difficult to

control. Yet they manoeuvre them with little effort.

These women are now also experts in assembling and maintaining these huge complex equipment at customer sites and workshops. They are proficient with machines like Bull Dozers, Hydraulic Excavators, Dumpers, Motor Graders and Wheel Loaders.

L&T CMB has been one of the pioneers in offering a platform for women to break traditional barriers in the construction and mining sector. An all-women crew has been effortlessly maintaining mining dumpers at Tata Steel's Noamundi Mines in Jharkhand. Another group of women recruited from ITIs are now adept at repairing these complex machines at L&T's Durgapur Service Centre. No wonder this Service Centre, hitherto male-dominated, now reverberates with women's laughter.

Recognising this vital contribution towards encouraging and building women's capabilities in construction, the Confederation of Indian Industry presented L&T CMB with the "Women Building India - Special Initiative award". Mr K. A. Sravan Kumar, Head-Product Support and Mr S. Chattopadhyay, Head-Durgapur Service Centre, received the award on behalf of these courageous women from Mr Basavaraj Bommai, the Hon'ble Chief Minister of Karnataka and General VK Singh, Union Minister of State for Roads and Highways.

Coinciding with the Excon Show, CII organised a seminar on "Women in Construction – Challenges, Solutions and The

> Way Forward" on 20th May 2022. In his remarks, Mr Arvind K Garg, Sr VP and Head, L&T CMB, spoke of the importance of gender equality in workplaces and the collaborative approach employed by women in resolving issues and handling challenges. He said, "The time has come for women to break the glass ceiling and take their

rightful place amongst their peers within the industry and make a big difference."

"Breaking Barriers", a film on the role and responsibility of women at mining sites made by L&T CMB, was screened at the seminar and received huge applause.

Women's engagement in a big way at the Excon Show boosted the entire industry and reflected the changing trends in society.

L&T CMB has been one of the

pioneers in offering a platform

for women to break traditional

barriers in the construction and

mining sector



KOWA for Long Life



An interior view of the KOWA Lab in Nagpur

Degular health check-ups and follow-up corrective Measures keep an individual healthy and fit. So does Komatsu Oil & Wear Analysis (KOWA) for the machines that build the nation. And just as routine medical tests for humans help diagnose issues in advance, KOWA does the same for Komatsu Construction and Mining Equipment, That's also how Komatsu machines get longer life and better return on investments. Avoiding failure by rectifying an issue is always cheaper than replacing costly equipment parts after it fails.

Less than a year ago, in August 2021, Komatsu established its KOWA Laboratory in Nagpur as part of a conscious decision to provide value-added services. The facility was inaugurated jointly by Mr Yasunori Fuji, MD, Komatsu India Private Limited and Mr Arvind K Garg, Sr VP-CMB, L&T. KOWA, received its first order from Dicksons Engineering Co., our Dealer from Nagpur.

By May this year, KOWA had already benefitted 5000 machines, Mr Fujii and Mr Garg, along with Komatsu and L&T Team, marked the milestone by cutting a celebration cake.

KOWA monitors the health condition of machines by analysing oil, fuel, grease and coolant samples. In fact, like a routine blood test, where samples are collected from patients at home, samples for KOWA are also gathered from the site and sent to a testing facility.

The objective is to provide Condition Analysis Service (CAS) to customers in the Construction & Mining Equipment Industry. An analysis of machines that aim to identify wear and tear in them, including hydraulics, by analysing oils and lubes.

The features of CAS are wear profiling, providing alerts, equipment health information, data evaluation and artificial intelligence-based judgement on corrective actions with i-KOWA recommendation for best maintenance practices to maintain better machine life.

The scope of KOWA service includes lubricants, fuel, grease and coolant analysis, wear element analysis and trending, contamination detection, and physical properties check. Benefits include advanced information about the machine condition and CAS analysis in recommending improved operation and cost-benefit.

Yellow Dot Award

aking 'Atmanirbhar Bharat' to newer heights, L&T's Product Development Centre has designed and developed the Girder Transporter indigenously. The full span girder technology is being implemented for the first time in India to construct the viaduct for Mumbai-Ahmedabad High-Speed Railway. This import substitution product successfully replaces the machines hitherto supplied by Chinese and European firms. In recognition of the innovative efforts, the L&T team received the Yellow Dot Award from Equipment Times under the Best Design - Ease of Operation category. The award was received by the L&T team led by Mr H Shridhar Hande, Chief Executive, L&T Construction Equipment Limited, from Dr K S Krishna Reddy, Secretary, PWD, and Mr K P Shivakumar, Chief Engineer, Karnataka Government, on the sidelines of the Excon show held in Bengaluru.



LTCEL team receiving the Yellow Dot Award

A Card for Higher Uptime



Mr Arvind K Garg, Mr Y Fujii and Mr Nagrajan Viswanathan launching the ICICI Equip-Care Card

ne of the most critical parameters of business is machine uptime, or the readiness of a machine to operate. Machine uptime provides improved business opportunities by allowing project developers and contractors to complete projects on time and undertake more jobs. And to achieve higher uptime, businesses require the financial ability to replace spares when necessary.

Today, more than 20,000 esteemed Customers of L&T Construction & Mining Machinery (L&T CMB) operate almost 25,000 construction range equipment manufactured by Komatsu and L&T Construction Equipment Ltd (LTCEL). A vast network of parts and service outlets offer after-sales support for these machines. Almost

70% of these customers are single machine owners requiring credit support to purchase genuine spares.

However, credit availability for many customers has dried up as the pandemic affected almost all sectors of the economy, especially the small and medium businesses. This has impacted businesses and their ability to sustain themselves.

In an effort to provide relief so that higher machine uptime can be achieved, L&T CMB, in association with the largest private sector ICICI Bank, has introduced ICICI EQUIP-CARE Credit cards exclusively for L&T CMB customers to facilitate the purchase of genuine Komatsu and LTCEL Genuine Parts.

The card offers a host of advantages exclusively for our customers.

Salient Features:

- Exclusive usage across dealerships of L&T CMB
- Interest-free period of up to 48 days
- Issue of two cards for availing maximum credit period
- Dealers receive payments directly from ICICI Bank
- Easy, convenient and secured payment process
- Customer's name embossed on the cards

For higher machine uptime and financial support to customers, L&T CMB, in association with ICICI Bank, introduce Equip Care Card

Launch

The ICICI EQUIP-CARE Credit card was formally launched on April 25 in Bengaluru, by Mr Yasunori Fujii, Managing Director, Komatsu India Private Limited, in the presence of Mr Nagrajan Viswanathan, National Head, Sales, ICICI Bank and Mr Arvind K Garg, Senior Vice President

and Head, L&T CMB.

Senior members of L&T, LTCEL, KIPL and ICICI were present at the launch, while L&T CMB's Zonal team and dealer fraternity watched the event online.

In Service Lies Success



L&T and its Dealer fraternity have completed 59,000 scheduled maintenance services under its Machine Care Programme (MCP) between September 2013 and March 2022. Komatsu India Private Limited (KIPL) recognised the outstanding contribution by L&T and its dealer fraternity at their 6th Annual Service Meet in Bengaluru. Held in March 2022, the event was attended by senior dignitaries and members of after sales team from KIPL and L&T.

SCCL Gets First 80,000 litres Water Sprinkler

omatsu and L&T have delivered an 80,000-litres Water Sprinkler (Model: WT-80L) to Singareni Collieries Co. Ltd (SCCL), making it a first in the Indian Mining sector.

In delivering this project, L&T worked closely with Komatsu to use an old dump



Komatsu and L&T members with SCCL operation team with the new sprinkler

truck (Model: HD785) chassis and retro fitted with an 80,000 litres tank. So far. Komatsu has supplied small size Water Sprinklers to mining companies. These sprinklers have an inbuilt 2500 litres foam tank and could also be used for extinguishing active fires. L&T has bagged orders from SCCL for assembly and supply of three WT-80L.

A symbolic key of the rebuilt model was handed over at a function held on 24th June to Mr J Ramesh, General Manager, Manuguru area and Mr Y G K Murthy, General Manager (E&M), HQ, SCCL, by Mr Yasunori Fujii, MD, Komatsu India Private Limited (KIPL) and Mr K A Sravan Kumar, Head-Product Support, L&T for deployment at the Prakasam Khani Opencast (PKOC) Project in Telangana. Mr C Jayakumar, Head-Service, KIPL, Mr V Prabhakar, Vice President, Telangana Boggu Ghani Karmika Sangham and several officials from L&T, KIPL and SCCL participated in the event. The event was held at the site workshop of the PKOC Project.

Major Order from CIL for PC2000



Komatsu and L&T have bagged a major contract from Coal India Limited (CIL) to assemble and supply five Komatsu PC2000 Hydraulic Excavators. A joint team from Komatsu and L&T consisting of Mr Asokan Lal, Mr Rajat Chakraborty and Mr V Jaiganesh exchanged copies of the contract with Mr A K Mohanty, Executive Director (M&C), CIL in Kolkata. The order covers equipment maintenance to be executed by L&T for six years. These giant excavators have become a mainstay in the Indian Coal Industry, and the entire fleet will be deployed at various projects of Northern Coalfields Limited.

Komatsu Rolls Out Biodiesel HD785-7 Dump Trucks



JSW team receiving the Bio-diesel Dumper at KIPL factory

Mining Truck compatible with biofuel from its advanced

manufacturing plant in Chennai. At an event held in the factory, the truck was received by Mr Sanjay Rath, Executive Vice-President (Commercial), JSW Steel Limited, from Mr Y Fujii, Managing Director, KIPL. Mr H Shirato, Director (Plant), KIPL, Mr Partha Mookherjee, Head-Mining Equipment Business, L&T CMB and senior officials of JSW, KIPL. L&T participated in the event.

The truck roll-out is part of a large order for 86 units secured by KIPL from JSW Steel, India's fastest-growing conglomerate, and will be deployed at its captive Iron Ore Mines in Barbil, Odisha. Besides Dump Trucks, the order includes Hydraulic Excavators, Bull Dozers, Motor Graders, Wheel Loaders and Wheel Dozers. The scope covers equipment supply and a full maintenance contract to be undertaken by L&T for ten years.

Earthwork Master, Designed to Deliver

Packed with razor-sharp technology designed for rugged Indian terrains, this hydraulic excavator, brought to you by a global leader in construction equipment, delivers unmatched performance with maximum precision and is easy on the budget.

Launched at Excon in May, the PC205-10M0, this Komatsu machine designed and built with Komatsu components, is a masterpiece suitable for earthwork. It re-enforces Komatsu's legacy of Quality, Reliability and Durability with high productivity and fuel efficiency at low costs. It is a Make-in-India machine built tough and designed for faster cycle time with superior digging force making the job easy. Each time and always. After all, it is the Earthwork Master!

Consumes 18% less fuel

An all-new 4-cylinder robust engine designed and manufactured by Komatsu powers the advanced machine that consumes 18% less fuel than its predecessor. It is faster, provides optimum power, reduces energy wastage, and offers ease of operation. This machine will make your operations eco-friendly, for it features an Auto-idle stop function and an Eco-gauge for greener and fuel-efficient operations.

A versatile workhorse

Equipped with a one cubic meter bucket, the Earthwork Master will complete projects at general construction sites in a shorter time. PC205-10M0 is a workhorse that offers extreme versatility with six working modes to match machine performance and accomplish jobs. The Earthwork Master draws from the experience of the fast-selling PC210-10M0 that is built strong and built to last, except for upgrades in the engine and hydraulic pumps. It delivers

superior performance in earthwork operations under various site conditions.

Gives you control

The Earthwork Master is equipped with Komatsu's patented hydraulic system—HydrauMind, providing fine control over heavy loads making operations faster and smoother. Reinforced structures, strengthened swing circle, rugged revolving

frame, and robust undercarriage offers unmatched durability in demanding general construction sites.

Lowers maintenance cost

Longer service intervals (hydraulic oil filter change at 2,500 hrs/hydraulic oil change at 5,000 hrs) and competitively priced consumables reduce maintenance costs. While easily accessible serviceable parts minimise maintenance time



improving machine availability.

Provides peace of mind

Reliable Komatsu components accompanied with Suraksha-10000, a unique machine care program with a host of value-added services, offer customers complete peace of mind. The PC205-10M0 comes equipped with the latest generation KOMTRAX, which gives insights into fleet management, machine health, status, and maintenance history. Energy-saving reports generated with KOMTRAX

enable evaluation, improving operators' performance and site efficiency.

Operator's delight

Air-conditioned, pressurised, spacious & ergonomically designed, low vibration comfortable cabin with suspension seat and weight adjustment functions minimises operator's fatigue even during long hours of operation.

Unparalleled after sales

L&T Construction & Mining Machinery, with its nationwide network of dealerships and service stations, ensures best-inclass sales and after-sales support for your Komatsu Machines in India.

The Earthwork master is all set to pace up the general construction industry.

Komatsu and L&T have

introduced a hydraulic

excavator-PC205-10M0, the

Earthwork Master, for high

performance with

low initial and

maintenance costs

KOMATSU





Larsen & Toubro introduces the latest in 20-ton series, Komatsu PC205-10M0 Hydraulic Excavator, the 'Earthwork Master' built specially for the Infrastructure & Construction Industry. A product of Komatsu's advanced technology, PC205-10M0 gives you unmatched fuel efficiency and delivers high performance with low initial cost and low maintenance cost.

PC205-10M0 is fitted with the latest Komatsu engine, has faster cycle times for higher productivity and has higher digging forces that makes your job efficient and

easy. With KOMTRAX, the patented remote machine performance tracking system from Komatsu, you can manage your fleet conveniently anytime, anywhere. It also comes with the unmatched MCP4 (Machine Care Program) of 10,000 Hrs/ 4 Years Extended Power Train Warranty.

All Komatsu machines are backed by L&T's nationwide network of service centres and dealer outlets to ensure effective after-sales service and parts support for higher availability and machine uptime.

A Made-in-India machine, built tough for consistent performance in earthwork excavation across urban India.

L&T Construction & Mining Machinery



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L&T Earthmover News - Editorial Team: V.R. Subramanian, Debjoy Sengupta, Suresh Bhat, Giridhar Gururajan & Madhusudhan Printed by Sri Sudhindra Offset Process, No. 27, 8th Cross, Malleshwaram, Bangalore-3. Edited by Vivek Hajela, for L&T Construction & Mining Machinery, Larsen & Toubro Limited, 10/1, First Floor, Lakshminarayan Complex, Palace Road, Bangalore - 560 052. The views expressed in this magazine are not necessarily those of the management of Larsen & Toubro Limited. The contents of this magazine should not be reproduced without the written permission of the Editor, cms.blr@larsentoubro.com - For restricted circulation only