

L&T Earthmover News

Vol. 24, No. 2

April 2011

L&T Bags Order for 240 ton Dump Trucks from Essar Group

In a significant development, L&T has bagged a prestigious order for supply of 18 nos. Komatsu 240 ton Rear Dump Trucks (Model 830E-AC) from Essar Power M.P Limited, a wholly owned subsidiary of Essar Group. These high-value trucks will be deployed for mining activities in captive coal blocks (Mahan and other coal blocks) in India which have been allocated to Essar.

The order, valued at over Rs. 200 crores appx, was secured by L&T against very stiff competition. L&T shall maintain these Dump Trucks under long term Full Maintenance Contract. The initial batch of six Dump Trucks has already reached India and Essar will be shortly deploying these machines for mining activities. Essar Group will be first to deploy the mammoth 240T Dump Trucks for coal mining in captive coal blocks in India.

Recently Mr. S.K. Mitra, Executive Vice-President, Construction Machinery-Strategic Business Group, L&T and Mr. Dipankar Banerjee, Head-Mining Equipment Business, L&T had called on Mr. Anshuman Ruia, Director, Essar Group to thank Essar Management for this prestigious order.

Essar Group is a multinational conglomerate with strong presence in steel, oil and gas, power,



Mr. S.K.Mitra, Executive Vice-President, Construction Machinery-SBG handing over a model of Komatsu Dump Truck to Mr. Anshuman Ruia, Director, Essar Group in Mumbai to mark the beginning of a new association.

communications, shipping, ports and logistics, projects and minerals. The group has operations in 20 countries across five continents and employs 70,000 people.

PC210LC-8 Handed Over to Aranhikkal Granites



Mr. Jamal Mohammed receiving the plaque from Mr. A.K.Garg.

L&T-Komatsu’s expanding range of high-quality products saw the roll out of PC210LC-8 Hydraulic Excavator from its Bangalore Works. At the event held on 3rd January 2011, Mr. Jamal Mohammed, Proprietor, Aranhikkal Granite Unit, Edavana-Kerala, received the



The new L&T-Komatsu PC210 machine at the handing over event.

symbolic key of the new machine from Mr. D.Keshava Kumar, Head-Machinery Works, LTK. Mr. Arvind K. Garg, GM-CEB, L&T presented Mr. Mohammed with a plaque.

This is the first L&T-Komatsu PC210LC-8 machine to have been purchased by a Kerala-based customer. Mr. Mohammed’s current fleet includes 2 nos. L&T-Komatsu PC200-6 and one Komatsu PC210. He has since deployed the new machine in the blue metal quarry.

PC300LC-7 ‘MIGHTY’ Enters Kerala



Mr. George Antony receiving the symbolic key from Mr. R.Ramani

L&T-Komatsu PC300LC-7 ‘MIGHTY’ Hydraulic Excavator formally entered the Kerala State with the first sale to M/s. G.K.Granites on 17th December 2010. At an event held at the site, Mr. R. Ramani, Zonal Manager, CEB-S2, handed over the machine key to Mr. George Antony, Managing Partner, M/s. G.K.Granites in the presence of Mr. Joseph

Zacharias, Managing Director, M/s. Cinzac Corporation, CMB Dealer. Mr. Aby Joseph, Territory Manager, CEB-Kochi, Mr. C.K.Anand, Sales Development Manager alongwith Mr. A.S.Manohara, Zonal Parts Manager and Mr. N.Shanmugasundaram, Zonal Service Manager, participated in the event.

M/s. G.K. Granites was established in 1986 and has interests in quarrying and manufacture of rubble, stone and crushed sand. The partnership firm has an annual turnover of over Rs. 100 crore. G.K. Granites owns a fleet of 5 nos. L&T-Komatsu PC300LC-7 and 2 nos. PC200-6 machines. They have installed super primary crushers at Kizhakkeambalam, Thatupara, Chenganassery (in Kerala), Devanahalli, Bangalore and Tumkur (in Karnataka).

The utilization efficiency of PC200s prompted them to go for PC300s, when installed capacity of their plants was enhanced. M/s G.K.Granites is the first customer to introduce PC300 in quarry segment of Kerala. Mr. George Antony said, “The PC300 machines are very productive and are helping us to meet the production schedules”.

L&T-Komatsu PC200-6 Enters Bangladesh

L&T has achieved a breakthrough in exports to SAARC Countries with the delivery of first L&T-Komatsu PC200-6 Hydraulic Excavator to Republic of Bangladesh. The order was placed by M/s. Partex Denim Ltd., a renowned EOU garment manufacturer in Dhaka. The machine has since been deployed in land development for its factory coming up at Faridpur. M/s. Partex Denim is part of M/s. Partex Holdings Limited, a principal conglomerate in Bangladesh, engaged in agri, food processing, beverages, FMCG, and manufacturing. The equipment was commissioned by Mr. Kaustav Gayen, CEB-Kolkata at Joydebpur site in Gazipur district of Bangladesh on 20th January 2011. A formal prayer marked the pre-commissioning of the equipment at the factory site.



L&T-Komatsu PC200-6 commissioned in Bangladesh site

PC200-6 Crosses 10,000-Mark Milestone



The 10,000th machine all ready in its finery!

27th January 2011 marked an important day for L&T-Komatsu with the accomplishment of 10,000 nos. of PC200-6 Hydraulic Excavator. The Final Assembly where the 10,000th machine was parked, was decked up with finery. The machine was specially done-up with flowers, ribbons and looked radiant.

A contingent of workforce and executives had assembled at the hangar for the event. Amidst jubilation and cheer from L&T-ites, the machine rolled out from the hangar crossing a new milestone in the celebration of the long journey of one of India's most popular equipment in 20-ton class. Mr. S.R. Subramanian, Executive Vice-President, Industrial Machinery SBG, Mr. S. Gopal, Chief Executive, LTK, Mr. K. Yanagisawa, Dy Chief Executive, alongwith senior executives and trade union representatives of LTK actively participated in the event and addressed the gathering on the milestone achievement.

Fundamentals of Excavator Applications-2

Contd. from last issue

To get an idea, the table below gives the ground pressure of PC200-6 and PC300-7 with different track width.

Standard Bucket type	ISO	JIS	PCSA	SAE	CECE
Hoe bucket	1:1	1:1	1:1	1:1	1:2
Loading shovel	1:2	1:2	1:2	1:2	1:2

Table from Specification and Application Handbook

Bucket capacity is measured in terms of either struck or heaped capacity. Generally, the heaped capacity description is more frequently used.

1) Struck Capacity

The struck capacity is the volume capacity of the bucket after it has been struck at the strike plane. The strike plane passes through the top back edge of the bucket and the cutting edge.

2) Heaped Capacity

The heaped capacity is the sum of the struck capacity plus the volume of material heaped on the bucket at a 1:2 angle of repose, as shown in the center figure at right. This in no way implies that the hoe must carry the bucket oriented in this attitude, or that all material will naturally have a 1:2 angle of repose.

$V_h = V_s + V_e$ Where:

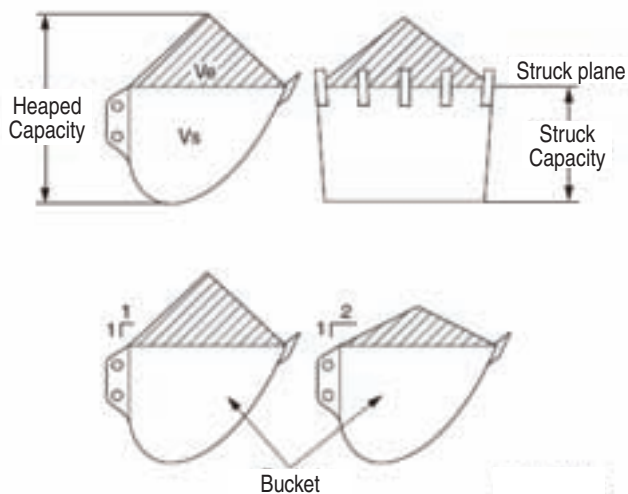
V_s : struck capacity

V_h : heaped capacity

V_e : excess material heaped at 1:2 or

1:1 angle of repose

There are various standards for designating the heaped capacity of the bucket. The principal difference among these definitions is the "angle of repose", as listed in the table below.

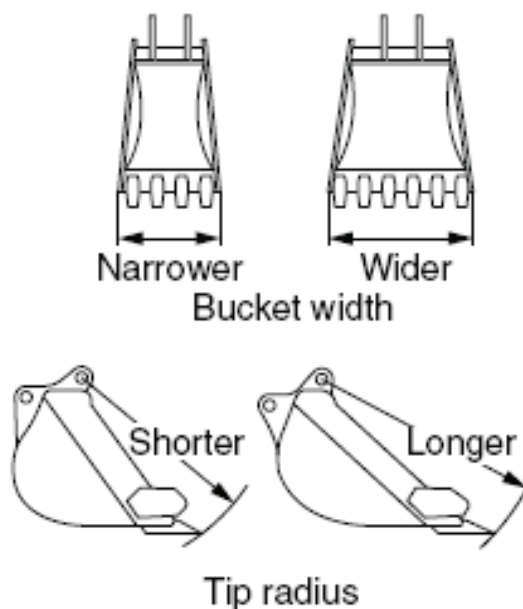


Manufacturers offer different types of bucket for a machine, such as general purpose bucket or heavy duty bucket. Special application buckets like trenching, clamshell or grapple buckets are also offered. Machine stability and bucket penetration force are the two main parameters to be considered for bucket size selection. A bigger bucket on a long arm may cause tipping with full load at maximum reach and hence should be avoided.

The bucket penetration force is the digging force per unit width of the bucket.

Bucket penetration force = Digging force / Bucket width

The larger the digging force per unit width of the bucket is, the larger the bucket penetration force is. Machine specification sheets normally provide the bucket digging force and arm crowd force. In addition to the digging force, the width of the bucket and the tip radius (dimension from the bucket hinge center to the forefront of the bucket teeth) affects the bucket penetration force.

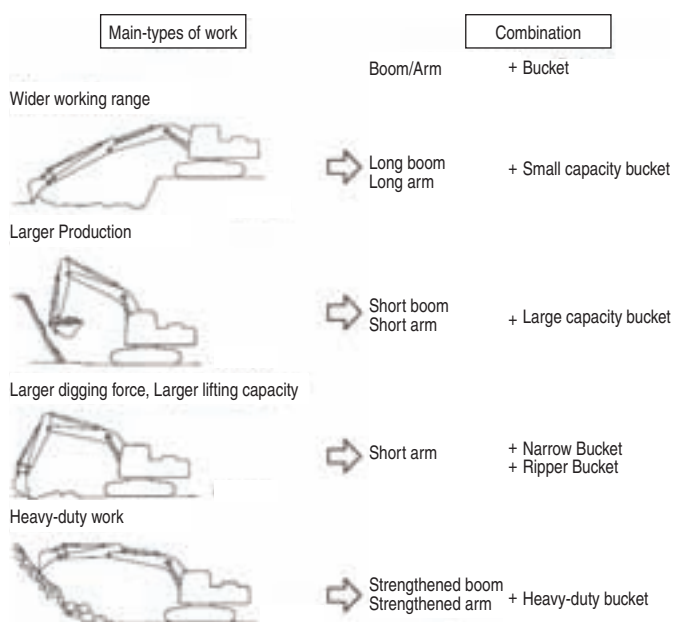


The wider the bucket is, the worse the bucket penetration is. Generally speaking, a wide bucket is recommended for excavating soil that can be broken easily. A narrow

bucket is better suited to work on hard soil. The width of the bucket must be limited also from the point of durability of the bucket, arm, boom and their hinge pins and bushings. If the width is too great, it will cause excessive twist on the relevant parts, resulting in premature breakage or wear.

The tip radius also affects the digging force of the bucket. If the bucket cylinder is provided with the same pushing force, the bucket with the shorter tip radius is better able to dig hard soil than the bucket with the longer tip radius. The short tip radius bucket is often referred as deep bucket and the one with a longer tip radius as shallow bucket.

The following illustration can help in choosing the right attachment configuration for a given job.



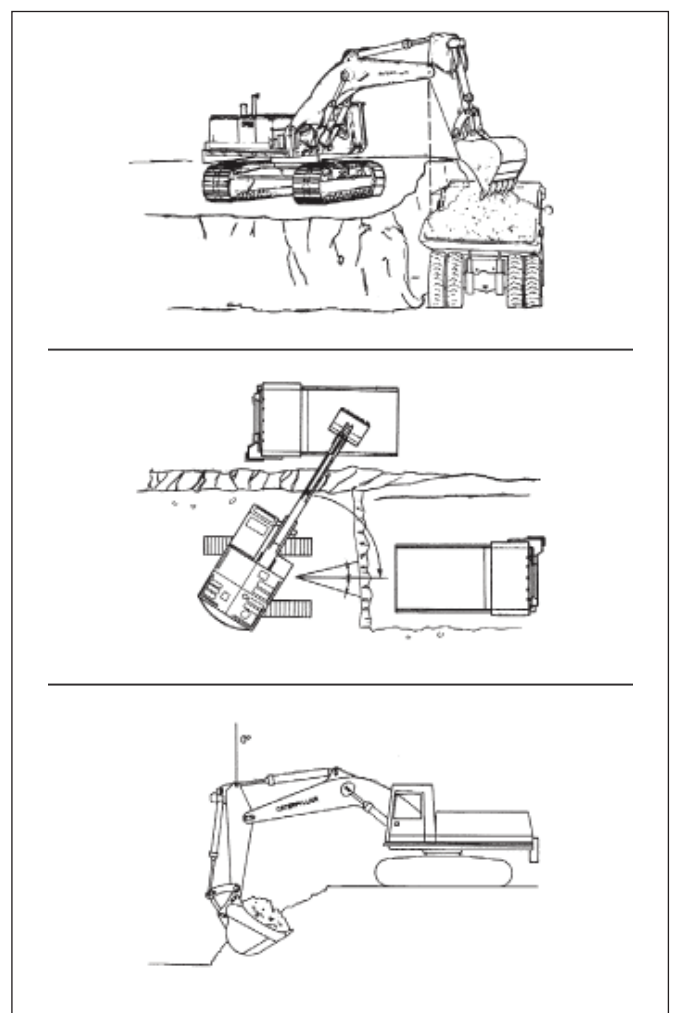
Choosing the right machine though very important, is only half the job done. To achieve good productivity proper excavator /dumper match, mine planning and operation is equally important. An excavator cycle consists of four operations namely digging, loaded swing, dumping and swing unloaded. Here are a few tips that enhance productivity. A dump truck /tipper that can be loaded in three to five passes is considered to be the right match for an excavator.

Ideal Bench Height and Truck Distance — For stable or consolidated materials, bench height should be about equal to stick length. For unstable materials it should be less. The most useful truck position is when the inside truck body rail is below the boom-stick hinge pin. Studies have shown that there can be a production increase of 10 to 15 percent, if a correct bench height is selected over a bench that is too high. Productivity

can be enhanced by 15-20% if the trucks are placed on the floor below the excavator than on the same level as the loading unit.

Optimum Work Zone and Swing Angle – For maximum production, the work zone should be limited to 15° either side of machine center or about equal to undercarriage width. Trucks should be positioned as close as possible to machine centerline. Approximately 5 degree production difference has been noticed between a swing angle of 60 and 90 degrees.

Best Distance from the Edge – The machine should be positioned so that the stick is vertical when the bucket reaches the full load. If the unit is farther back, breakout force is reduced. If it is closer to the edge, undercutting may occur and time is wasted bringing the stick back out. Also, the operator should begin boom-up when the bucket is 75% of the way through the curl cycle. This should be as the stick nears the vertical position. This example reflects the ideal situation. Not all points are usable on each job, but incorporation of as many of these points as possible will positively affect production.



(To be continued in the next issue)

Customer Training Programmes at E

	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T		
May	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17		
										1/PC200-6/B'lore Maintenance Staff									
										2/PC200-6/PC300-7/ Mysore Operators/Mechanics									
June				1	2	3	4	5	6	7	8	9	10	11	12	13	14		
				5/L&T 72/90-3/B'lore Maintenance Staff							6/WA180/380/470/B'lore Maintenance Staff								
										7/D65/D85 / Bhubaneswar Operators/Mechanics									
July	31					1	2	3	4	5	6	7	8	9	10	11	12		
										10/PC200-6/PC300-7/ Udaipur Operators/Mechanics		12/PC71/PC130-7/B'lore Maintenance Staff				14			
										11/PC130-7/PC200-6 Akola Operators/Mechanics		13/PC200-6/PC300-7 Ilkal Operators/Mechanics					15/Scania Durgapur Operators/M		
August		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16		
				22/Dozer D39/B'lore Maintenance Staff							26/L&T300(E)/B'lore Maintenance Staff								
				23/Kom.Excavator Electricals B'lore Maintenance Staff							27/PC200-6 Chandrapur Operators/Mechanics								
				24/PC200-6/PC300-7 Jamshedpur Operators/Mechanics		25/PC200-6/PC300-7 Jaipur Operators/ Mechanics					28/WA500/PC1250 HD465/Gulbarga Operators/Mechanics								
September					1	2	3	4	5	6	7	8	9	10	11	12	13		
																		43/0	
										39/PC200-6/B'lore Maintenance Staff									
										40/PC800/PC1250/ HD465/Kadapa Operators/Mechanics		41/PC130-7/PC200-6 Pune Operators/Mechanics				42/HD465/HD785 Durgapur Operators/Mechanics			
October	30	31					1	2	3	4	5	6	7	8	9	10	11		
																		50/L&T	
										49/PC200-6 Mumbai Operators/Mechanics								51/PC200-6/ Hosp Operators/M	
November			1	2	3	4	5	6	7	8	9	10	11	12	13	14	15		
				56/PC71/PC130-7/B'lore Maintenance Staff							58/Dozer D41/65/85/B'lore Maintenance Staff							60/Du	
				55/PC1250 Durgapur Operators/Mechanics		57/PC200-6 Madurai Operators/Mechanics													59/HD465-7 Udaipur Operators/Mechanics
December					1	2	3	4	5	6	7	8	9	10	11	12	13		
																		68/k	
										64/PC130-7/PC200-6 Jhansi Operators/Mechanics		65/PC200-6/B'lore Maintenance Staff							
										63/HD465-7 Nagpur Operators/Mechanics		66/PC200-6 Tiruvantapuram Operators/Mechanics				67/PC1250 Udaipur Operators/Mechanics			
January 2012	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17		
2012				73/PC210-8/B'lore Maintenance Staff							74/PC300-7/B'lore Maintenance Staff							76/D	
										75/PC200-6 /Salem Operators/Mechanics								77/E	
February				1	2	3	4	5	6	7	8	9	10	11	12	13	14		
				78/L&T300 Trouble-shooting/B'lore Maintenance Staff							80/PC200-6/B'lore Maintenance Staff							8	
										79/GD511/Delhi Operators/Mechanics		81/Scania P380 Tipper Truck/B'lore Maintenance Staff						8	

Key for Course Fee:

 Special programme for Managers / Executives : Rs. 2,500/-
 Programme for Maintenance Staff : Rs. 2,000/-

 Programme for Operators & Mechanics
 Kom: KOMATSU B'lore: Bangalore

Bangalore and Regions – 2011-2012

W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S
18	19	20	21	22	23	24	25	26	27	28	29	30	31				
						3/PC300-7/B'lore Maintenance Staff											
						4/D155/275/375 Durgapur Operators/Mechanics											
15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30		
						8/PC400-7/450-7/B'lore Maintenance Staff											
						9/L&T 9020 Barbil Operators/Mechanics											
13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
10/Dozer D41/65/B'lore Maintenance Staff					17/Excavator Hyd. Systems/B'lore Executives/Managers							19/Dozer D155/275/375/B'lore Maintenance Staff					
11/P380 Durgapur Mechanics	16/D155/275/375 Trichy Operators/Mechanics					18/Scania P380 Tipper truck/B'lore Maintenance Staff					20/PC200-6/PC300-7/ Kozhikode Operators/Mechanics		21/PC1250 Nagpur Operators/Mechanics				
17	18	19	20	21	22	23	24	25	26	27	28	29	30	31			
29/L&T 9020/B'lore Maintenance Staff						32/PC210-8/B'lore Maintenance Staff					35/WA600/700/800/900 Durgapur Operators/Mechanics						
30/PC1250/B'lore Maintenance Staff						33/PC200-6 Chennai Operators/Mechanics		34/PC71/PC130-7 Haldia Operators/Mechanics				36/PC200-6 Hyderabad Operators/Mechanics					
	31/PC130-7/PC200-6 Ahmedabad Operators/Mechanics																
14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	
Grader GD511/555/B'lore Maintenance Staff						45/Kom. Dump Trucks/B'lore Maintenance Staff					48/ Wheel Loaders WA600/700/800/900 B'lore Maintenance Staff						
		44/PC200-6/PC300-7 Satna Operators/Mechanics				46/PC300-7 Ongole Operators/Mechanics		47/D275/D375 Dhanbad Operators/Mechanics									
12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
50/300 Trouble-shooting/B'lore Maintenance Staff						53/PC2000/B'lore Maintenance Staff											
51/PC300-7 Durgapur Mechanics					52/PC130-7/PC200-6 Gwalior Operators/Mechanics		54/PC800/PC1250/ HD465/Khammam Operators/Mechanics										
16	17	18	19	20	21	22	23	24	25	26	27	28	29	30			
56/Comp Truck Electricals/B'lore Maintenance Staff					61/Excavator Hyd. Systems/B'lore Executives/Managers												
											62/PC200-6 Burdwan Operators/Mechanics						
14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
63/Kom. Dump Trucks/B'lore Maintenance Staff						69/PC600/PC1250/B'lore Maintenance Staff						71/PC800/B'lore Maintenance Staff					
						70/L&T 9020/B'lore Maintenance Staff					72/PC71/PC130-7 Hubli Operators/Mechanics						
18	19	20	21	22	23	24	25	26	27	28	29	30	31				
73/Dozer D275/375/475/B'lore Maintenance Staff																	
74/Excavator Electricals/B'lore Maintenance Staff																	
15	16	17	18	19	20	21	22	23	24	25	26	27	28	29			
75/2/Grader GD825/B'lore Maintenance Staff					84/Excavator Hyd. Systems/B'lore Executives/Managers												
83/PC400/450-7/B'lore Maintenance Staff																	

& Mechanics : Rs. 1,000/-



LARSEN & TOUBRO LIMITED
Construction & Mining Machinery Business Unit



L&T-Komatsu PC71 machines being handed over to senior officials of M/s. Haldia Coast Cargo Logistics Pvt. Ltd., at Haldia site by CMB Dealer M/s. SRL Earthmoving Solution on 5th February 2011.



L&T 72 machine being handed over to Mr. Jitender Kumar by Mr. Saurabh Sharma, Sales Executive, CEB-Delhi and Mr. Pawan Saklani, Sales Engineer, IMG Engineering Company (CMB Dealer) at Rudraprayag, Uttarakhand.



Mr. Pururshottam Yadav, Sales Executive, CEB-Bhopal handing over the symbolic key of L&T-Komatsu PC71 machine to Mr. Kamilbhai of M/s. Sultan Alam Khan. Mr. Shibu Ponnann, Territory Manager, CEB-Bhopal, is also seen.



Mr. Sanjay Mehta, Managing Partner, M/s. Mehta Stone Crusher receiving the symbolic key of L&T-Komatsu PC130-7 from Mr. Ankur Saraf, Sales Executive, CEB-Bhopal and Mr. Anil of CMB Dealer M/s. Deccan Earthmovers in Ujjain on 4th March 2011.



Mr. Pratap Singh Saluja receiving the symbolic key of L&T-Komatsu PC130-7 from Mr. Prabhat Saxena, then Branch Manager, L&T-Bhopal and Mr. Shibu Ponnann, Territory Manager, CEB-Bhopal at Neelbad Site in Madhya Pradesh recently.



Symbolic key being handed over to Mr. Dhaneswar Yadav of M/s. M.N.Traders during the commissioning of L&T-Komatsu PC71 machine on 29th January 2011 at Baman Para, North 24 Parganas, by Mr. Uttam Roy, Service Engineer, M/s. SRL Earthmoving Solution.



Mr. Satish Mahendru of M/s National India Construction Co (in centre) seen with Dealer personnel from M/s. Suchitra Sales Pvt. Ltd., during the L&T-Komatsu PC200-6 machine handing over event at Pathankot recently.



Mr. Hitesh Manji Hirani of M/s. Daxaben Hirani receiving the symbolic key of L&T-Komatsu PC130-7 machine from Mr. Dhiraj Chowdhary, Sales Executive, M/s. Deccan Earthmovers, in Bhuj on 26th January 2011.



At the District-Level Loan Mela held in Hazaribagh on 26th February 2011, the machine key of L&T-Komatsu PC200-6 Hydraulic Excavator was handed over to the customer, Mr. Nirmal Kumar by Mr. Umashankar Akela, MLA, Barhi Constituency alongwith CEB-Jamshedpur team.



Mr. G. Arockiasamy receiving the symbolic key of L&T-Komatsu PC130-7 machine from Dealer personnel of M/s. G.P.Enterprises in Madurai.



Mr. B.M.Palaniswamy receiving the symbolic key of L&T-Komatsu PC130-7 from Dealer personnel of M/s. G.P.Enterprises in Madurai.



Mr. Malkappa V. Mali receiving the symbolic key of L&T-Komatsu PC71 machine from Mr. Arvind, Sales Engineer, M/s. Anugraha Construction Equipment Services and Support Pvt. Ltd. (CMB Dealer) at Bijapur.

L&T Machines – Perfect Partner for my Quarries: Mr. Mohamed Ishack



PC200-6 and 2 nos. PC300LC-7 machines to keep the quarrying on. “The machines are subject to terrible wear and tear in the quarries. We are glad that L&T has rolled out the highly-reinforced L&T-Komatsu PC300LC-7 Mighty exclusively for the granite sector. I have acquired the machine and hope to get the best out of it.”

Alif Group is exporting rough blocks to Japan and China for applications from home segment to monuments. It has successfully experimented with other markets in China, Italy, Belgium, France and Germany as well. “Indian granite is in great demand in the export market. Given its unique characteristics and richness, the granite has an absolute

“To me, L&T-Komatsu machine is like an elephant,” expresses Mr. Mohamed Ishack, Chairman, Alif Group of Companies, Bangalore. “It is strong, reliable and a perfect partner for my quarries,” he adds hastily. Mr. Ishack is among the several young men who ventured into quarry business early in life to make a fortune.

In 1984 when Mr. Ishack passed out of college, he decided to get into business straight away. Influenced by his peers, he prospected a granite quarry in Anantapur-AP and took it on lease. He began extracting ‘Anantapur Grey’ variety which had a huge market. In 1987, he acquired L&T 90 excavator and pressed into service.

Mr. Ishack has since expanded his operations to acquire more quarries and develop a major business avenue. From purchasing land and acquiring leaseholds, he has steadfastly worked to realize the targets. Today, Alif Group has operations spread in Ongole, Karimnagar, Khammam, Kadapa and Visakhapatnam, all in Andhra Pradesh. The quarries turn out top quality granite blocks from black to multi-coloured hues.

Maintaining top-quality fleet was equally Mr. Ishack’s concern. Buoyed by L&T machine’s performance, he purchased 6 nos. L&T 90, 3 nos. L&T-Komatsu

preference”, he says.

“With service becoming a critical activity, we are at a loss if equipment breaks down and operations come to a standstill”, says Mr. Ishack. “But L&T has been giving us outstanding service. This is essentially the difference from others.” He recalls an incident in 1996 when L&T 90 machine developed trouble, a pump was rushed in the night to his quarry and the machine was put back into operation. Mr. Ishack has built a maintenance team that is competent with equipment diagnostics and handles minor repairs almost immediately. The Dealer help comes in handy to attend to other issues.

Managing labour, machines and shipping finished material is a huge task, for which Mr. Ishack has a good and dependable team in place. He has been successful in his business model, where he employs local labour and villagers, which has helped him tremendously in offsetting the ill-feelings in the naxal-prone belt, where his quarries are located.

Behind the success of this venture is his wife, Mrs Noorzehra Ishack, who has been active in handling administration and providing an impetus to HR activity. In the meantime, Mr. Ishack has become an expert on granite variety and could reel out the names and their distinct characteristics at the drop of a hat!

L&T-Komatsu PC200-6 Gives Top Results: Mr. P. Raghupathi

Relocating to Bangalore in 1994 from a relatively small town in Chittoor-Andhra Pradesh, Mr. P. Raghupathi, Proprietor, M/s. Sri Sai Earthmovers was scouting for new opportunity. He started to work in various job-sites from managing daily labour to deployment of machines. This gave him adequate exposure and ample confidence as he set out later to register as Class I Contractor with Karnataka Public Works Department.

His initial contracts related to irrigation sector -- Varuna Canal near Mysore and PLI Canal in Kushalnagar, and were executed with great gusto using hired machines. "In the course of work, I found that the machines need to be tough and adaptable to different types of soil strata from soft, hard to rocky," says Mr. Raghupathi. "I also felt that owning machines was a better proposition as compared to hiring them and I opted to procure my own machines", he added. He concentrated only on Government contracts. But in 2003, owing to extraneous factors some of the works he took up hit a roadblock and he decided to exit the business temporarily.

Later in 2005, the booming realty sector brought Mr. Raghupathi back to business. This time he started off with used imported equipment and in 2006 purchased the first L&T-Komatsu PC200-6 Hydraulic Excavator. He deployed the machine for excavating cellar work for M/s. Rohan Builders in Whitefield, which he delivered against strict timelines that got him good appreciation and visibility. This helped him get many more contracts and soon he was doing work for M/s. B.L. Kashyap & Sons as well. Mantri Mall in Bangalore was one of his ventures for which he had to complete massive earth excavation. "L&T-Komatsu PC200-6 is certainly a dependable machine with top results," says Mr. Raghupathi.

With the purchase of L&T-Komatsu PC130LC-7 and PC300LC-7 in 2007, Mr. Raghupathi stepped up the pace of activity by participating in bigger projects. He took up massive jobs relating to NAPC's expansion project for Toyota in Bidadi, L&T ECC's expansion facility for MRPL, Jindal Steel's earthwork at Bellary



and BWSSB Cauvery IV Works. "These jobs placed a big impetus in terms of execution and had to be worked to finer details", says Mr. Raghupathi, who derived both a sense of challenge and satisfaction. In recent years, Mr. Raghupathi has taken up road widening projects given the big boom in road connectivity activity. He has also taken up equipment rental activity.

Presently, his close relatives form part of Mr. Raghupathi's working team, and have been able to give him the sense of confidence. Soon, Mr. Raghupathi is aiming at modernising operations and revamping his set-up by bringing in technical expertise for handling projects. His team has already mechanics who make sure that the fleet is in top condition by adhering to maintenance schedules. Says Mr. Raghupathi, "Genuine spares are important for us and they give a good life in the field."

Mr. Raghupathi is a self-made man with strong belief in self-learning and discipline. He derives inspiration from 'a good officer with one of the builders' who educates and guides him on many fronts. "Commitment to work is always on the top of my agenda. I shall stick to my schedules no matter how difficult the going is. There are many brands in the market but my preference for L&T machines is without any doubt", he says with palpable satisfaction.

PC300LC-7 is Value for Money: Mr. Prasanna Gowda

Signing up for the imported Komatsu PC200-6 Hydraulic Excavator in the year 2000, Mr. Prasanna Gowda, Director, M/s. Prabhat Granite Private Limited, Bangalore, kickstarted his career simultaneously in the granite industry which saw him rapidly learning the ropes of business even as he put the machine through a hectic schedule. PC200 proved lucky for him having completed 20,000 hours and working well even today.

“We went in for the next generation technology from Komatsu when it was relatively new in the market and this paid off”, says the articulate Mr. Gowda, who grew up in Bangalore and took up the quarry activity in Kanakapura belt on the outskirts, while he had just finished college. His family’s strong presence in manufacturing of spirits and sugar industry gave him a headstart in his career. In the course of time, he acquired a second quarry in Kanakapura again, which boasts of good multicolour granite deposits.

Today, he owns 1 No. Komatsu PC200-6, 2 Nos. L&T-Komatsu PC200-6 and 3 Nos. L&T-Komatsu PC300LC-7 machines. Mr. Gowda is satisfied with the improvements done by L&T’s Product Engineering on PC200-6 over a time which has resulted in a better product with enhanced performance. He is equally excited with PC300LC-7 ‘MIGHTY’ which has been indigenously developed specifically to address the needs of the granite industry. “The machine has really been strengthened for more efficiency and has fewer breakdowns,” admits Mr. Gowda.

M/s. Prabhat Granites handles close to 40-45 tons of granite blocks each day and the PC300LC-7 machine has been delivering a fine performance. “It is value for money”, says Mr. Prasanna Gowda as he feels that Komatsu technology has been able to address the complexity of Indian conditions and user psyche very well. Managing labour is a key issue and Mr. Gowda spends considerable time finetuning these practices to get the best out of the quarry.



A well-trained team takes care of both the field operations and back office as well. Proper care of machines, timely maintenance and use of genuine parts have all enabled Mr. Gowda to ensure that the quarry output is high. He adopts ‘expansive mortar method’ to avoid blasting in the site. Soon, he plans to go in for high speed hydraulic drilling machines in the next phase of activity.

Mr. Gowda is of the opinion that while PC200-6 is good for removal of overburden, PC300LC-7 is ideally suited for handling blocks and cost-effective operations. The endearing granite stones from Mr. Prasanna Gowda’s quarries proudly adorn the best of places across the world.

The impressive performance of L&T-Komatsu machines has prompted Mr. Gowda to recommend it to his peers in the industry and become a brand ambassador for the company!