

L&T Commissions Komatsu 240 Ton Dump Trucks



Group photograph taken during the handing over ceremony shows (from right) Mr. Koji Yamada, MD, KIPL; Mr.R.R. Kumar, Unit Head, HZL; Mr. Rod Shrader, Vice-President, KAC; Mr. Dipankar Banerjee, Head-MEB, L&T; Mr. Akhilesh Joshi, COO, HZL; Mr. S.L. Bajaj, CFO, HZL; Mr. Mike Bullen, Executive Director-Marketing, KAC; Mr. S.K.Mittra, EVP-CMBS, L&T; Mr. Junya Ankyu, GM-Marketing, KIPL; Mr. R. P. Dashora, GM-Mines, HZL, Mr. Koji Yasuoka, GM-Service, KIPL and others.



Mr. Akhilesh Joshi receiving the symbolic key from Mr. K. Yamada

accompanied by the breaking of coconuts. This was followed by the handing over of symbolic key by Mr. Koji Yamada, Managing Director, Komatsu India Pvt. Ltd. to Mr. Akhilesh Joshi, Chief Operating Officer and Wholetime Director, HZL. Soon after, Mr. Joshi received the silver plaque from Mr. S.K.Mittra, Executive Vice-President, Construction Machinery Business Sector, L&T and a model of 830E dump truck from Mr. Rod Shrader, Vice-President, Komatsu America Corporation.

HZL senior officials present at the event included Mr. S.L. Bajaj, Chief Financial Officer; Mr. R.R.Kumar, Unit Head & Vice President – RA Mines; Mr. R.P. Dashora, General Manager (Mines) and Mr. L.S. Shekhawat, Asst. General Manager (Mines). Mr. K. Yasuoka and Mr. J. Ankyu, General Managers, Komatsu India Private Limited; Mr. Mike Bullen, Executive Director, Komatsu America Corporation; Mr. D. Banerjee, Head-Mining Equipment Business, Mr. K.K.Ghosh, Sr. Dy. General Manager, Product Support Department and Mr. N.K.Pal, Head-Service Centre, North, L&T also participated. Besides, a large number of project officials and workmen attended the event.

830E-AC, the ultra-class dump trucks are designed and built in Peoria, USA, by Komatsu America Corporation. These electrical trucks are far superior to the mechanical trucks of the same class and distinction and are popular in off-highway applications. 830E-AC Rear Dump



A section of the audience



Mr. S.K. Mittra handing over a plague to Mr. Akhilesh Joshi

Trucks come with power-packed features and deliver outstanding results. These trucks are highly reliable with long component life and low cost per ton economy.

The 240-ton trucks are deployed for moving huge volumes of overburden and minerals from mega open-cast projects. The launch of these super-large off-highway trucks shall herald mega mining operations in India. These off-highway trucks are the result of Komatsu's untiring efforts to build efficient machines based on its extensive field experience and employing new-generation technology.

Powered by Komatsu's high performance SDA16V160 diesel engine, the 830E-AC dump trucks develop flywheel power of 2360 HP @1900 rpm. The empty equipment weighs 164200 Kgs. and the payload is 221648 Kgs. The order from HZL for assembly and supply of these mammoth trucks has been executed by L&T in a record time. L&T has earlier bagged this order from HZL for supply of 17 nos. 830E-AC Rear Dump Trucks. L&T's Construction & Mining Equipment Business Unit shall provide HZL with the product support and full maintenance covering a 5-year period.

With HZL – a Vedanta Resource Company -- poised to become the largest integrated zinc producer in the world, L&T reiterates its commitment to meet this challenge with Komatsu's new generation off-highway truck technology.



Mr. S.K. Mittra congratulating L&T's commissioning team at site

4000th L&T 90-3 Hydraulic Excavator Rolls Out



Mr. S.K. Mittra handing over a plaque to Mr. Sudhir Menon

The roll out of the 4000th L&T 90-3 Hydraulic Excavator marked a new era in the manufacture and marketing of machines produced at L&T-Komatsu Limited (LTK). At an event held at its Bangalore Works on 21st January 2010, the machine key was received by Mr. Sudhir Menon, Director, M/s. Naresh Kumar Company Private Limited (NKCPL) from Mr. S.K.Mittra, Executive Vice-President, Construction Machinery Business Sector, L&T. Mr. S. R.Subramanian, Chief Executive, LTK; Mr. K. Yanagisawa, Deputy Chief Executive, LTK; Mr. Arvind K.Garg, General Manager-Construction Equipment Business, L&T and Mr. Arun

L&T-Komatsu Bags Energy Efficiency Award

&T-Komatsu Limited has bagged the prestigious award for being "the most innovative company in energy efficiency and conservation" from the Bangalore Chamber of Industry and Commerce (BCIC). The award was received by Mr. T.V.Venkatesh, Head-Hydraulics Works, L&T-Komatsu Limited from Mr. B.S. Yediyurappa, the Chief Minister of Karnataka, at a seminar organized by BCIC on 11th February 2010. The award recognizes L&T-Komatsu's commitment to the energy conservation in line with the EHS Management System followed by L&T.

Pai, General Manager-Product Support Department, L&T participated in the event.

NKCPL is a Kolkata-based progressive organization founded by Mr. G.D.Kumar, father of ace tennis professional Mr. Naresh Kumar. The company's interests range from coal handling and bulk supply to material handling and coal washeries. In 2001, all the business segments were brought under a single entity with Mr. Naresh Kumar as the Chairman. His son, Mr. Arjun Kumar, succeeded him as the Managing Director in 1992. NKCPL has a widespread

network of operations with offices in key business locations. The company hopes to close this year with Rs. 350 Crore turnover.

L&T's association with NKCPL started in 1994 with the supply of L&T 90-3 Hydraulic Excavator with clamshell attachment for re-handling application in the cement and coal industry. Over the years, NKCPL has added a large number of L&T-supplied machines and today it is one of the large fleet owners in the Eastern Region having L&T 90-3, L&T-Komatsu PC200-6 and L&T-Komatsu PC300LC-7 Hydraulic Excavators and Komatsu WA380 Wheel Loader.



Mr. T.V. Venkatesh, receiving the award from Mr. B.S.Yediyurappa, the Chief Minister of Karnataka

Good Show by L&T at IME 2010



Union Minister of State for Coal Mr. Sriprakash Jaiswal and Coal India Chairman, Mr. Partha Bhattacharyya (partly seen) being welcomed to L&T stall by Mr. Dipankar Banerjee, Head-Mining Equipment Business & Mr. Kausik Bose, Zonal Manager (East), Mining Equipment Business

A view of the Stall

rends in the mining sector and advanced technologies being harnessed by the mining equipment industry occupied the centrestage in IME 2010 --the International Mining, Exploration, Mineral Processing Technology & Machinery Exhibition – held in Netaji Indoor Stadium, Kolkata from 22nd to 25th January 2010. L&T joined domestic and international manufacturers to participate in this exhibition held every alternate year. Mr. Sriprakash Jaiswal, Minister of State for Coal, Government of India, inaugurated the exhibition in the presence of Mr. Partha Bhattacharyya, Chairman, Coal India Limited.

L&T's Mining Equipment Business and M/s. Komatsu India Private Limited put up a joint stall in the

indoor area with photographic display of large-size mining machines and various capabilities it has to offer, ranging from fleet optimisation solutions to recon programmes, across various locations. L&T stall won the first prize in the Machinery Manufacturers – National Category.

Australia was the partner country for the exhibition and the focus country was Czech Republic. Coinciding with the event, MGMI (Mining, Geological & Metullurgical Institute of India) hosted the Third Asian Mining Congress with the theme 'Resurgence of Mining in Asia'. The exhibition was organized by Tafcons Group in association with Coal India Limited.



Mr. S.R.Upadhyay, Chairman-cum-Managing Director, Mahanadi Coalfields Limited being welcomed by Mr. Kausik Bose, Zonal Manager(East), MEB.



Mr. R.K.Saha, Chairman-cum-Managing Director, Central Coalfields Limited (in the centre) and Mr. A.K.Tiwari, Director (Operations), Mahanadi Coalfields Limited, being briefed by Mr. Kausik Bose and Mr. Rajat Chakraborty, Mining Equipment Business, Kolkata.



Mr. Ankit Gemawat, Ms. Priyanka Dutta and Mr. Inderjit Paul of Mining Equipment Business, Kolkata seen with the 'Best Stall' trophy

Machinery Mart at Guwahati

With the opening up of North East for industrial growth and development, there is upsurge in the economic activity and visible transformation in urban infrastructure in the region. In this context, Confederation of Indian Industry organized 'Machinery Mart' at Maniram Dewan Trade Centre, Guwahati, from 9th to 12th March 2010, to bring together manufacturers and traders in construction machinery and allied industries.

L&T's Construction Equipment Business participated in this exhibition by putting up an outdoor stall with live display of L&T-Komatsu PC 71 and PC 130-7 Hydraulic Excavators and product posters. The event had the participation of over 50 exhibitors and was inaugurated by Mr. P. Bordoloi,

Minister for Power & Industry, Government of Assam.

Mr. A.K Sharma, Sr. Dy. General Manager-CEB led L&T's team comprising Mr. Partha Mookherjee, Zonal Manager, CEB-East and Mr. R.S.Chaki, Territory Manager, CEB-Guwahati. L&T's Dealer, M/s. Saurav Auto Pvt. Ltd., actively participated in the show. One L&T-Komatsu PC71 machine was handed over to a customer during the exhibition. The event helped in showcasing the various products being marketed by L&T and reinforcing its strong presence in the North Eastern Region for Construction Equipment.



A view of the L&T stall at Machinery Mart



Mr. R.S.Chaki, CEB-Guwahati handing over the symbolic key of Model PC71 to Mrs. & Mr. Hari Prasad Agarwalla in the presence of Mr. Partha Mookherjee, Zonal Manager, CEB-East.

L&T is 'Company of the Year'

Business Standard, one of the leading financial dailies, has adjudged L&T as the 'Company of the Year'. The award was presented by the Union Home Minister Mr. P. Chidambaram to Mr. A.M. Naik, L&T's Chairman & Managing Director. Mr. Naik, along with Mr. Y.M. Deosthalee and Mr. K. Venkataraman accepted the award in Mumbai on March 30, 2010.

Addressing the gathering of industrialists, business leaders, corporate chieftains and Government officials, Mr. Naik said that L&T is strongly committed to nation building. He reaffirmed L&T's commitment to creating shareholder value by successfully meeting all future challenges.

Customer Training Programmes at E

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Key for Course Fee:

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

Bangalore and Regions – 2010-2011

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Programme for Operators & Mechanics : Rs. 1,000/-

Kom : KOMATSU B'lore: Bangalore



Work Local & Dream Global

Kiran Transport – Work Local & Drew Work Local & Drew Amiles today into a radiant present promise of a dazzling future for the based Kiran Transport and its group construction, Kiran Enterprises and Kiraw & Infrastructure Pvt. Ltd. It all started with fifties when Mr. Ajit Singh, a dynamic and from Amritsar looked east and arrived associate himself with the country's puplant.

A prudent and prolific entrepreneur, Mr. Ajit small step taken vesterdav has walked manv miles today into a radiant present and holds the promise of a dazzling future for the Jamshedpurbased Kiran Transport and its group companies ---Ajit Construction, Kiran Enterprises and Kiran Construction & Infrastructure Pvt. Ltd. It all started way back in the fifties when Mr. Ajit Singh, a dynamic and diligent youth from Amritsar looked east and arrived at Tatanagar to associate himself with the country's pioneering steel

entrepreneur, Mr. Ajit Singh domiciled himself at Jamshedpur and ventured into the business of truck transportation. He soon diversified into execution of construction contracts and fondly relishes his decision of patronizing L&T-Komatsu PC200-6 Hydraulic Excavator in 2001 for road contracts in Orissa. The machine performance exceeded his expectations in terms of productivity, reliability and after-sales support that in turn transformed his fortune.

Mr. Aiit Singh with his sons Sukhbinder and Balbinder

A burgeoning reputation of a formidable contractor in the local fraternity, Mr. Ajit Singh was determined to expand his wings and instill the next-generation vitality in the organization. His two proficient sons Mr. Sukhbinder Singh and Mr. Balbinder Singh took the mantle soon after their education, to exclusively steer the contracts execution business. The first leap forward was in the form of collaboration with M/s. Tarapore & Co., Jamshedpur to jointly set in motion the capacity expansion programme in Tata Steel. The rest, as they all say, is history.

However, Tata Steel's expansion plan was uncertain owing to constraints of land availability. But, an ingenious concept that is today regarded globally as an industrial masterstroke was envisaged by reclamation of the vast slag dumpyards of yesteryears within the premises for construction of supplementary plants for volume enhancement. The scope of work involved breaking of almost a century-old slag bed, removal of old reinforced concrete foundation structures and land development. Tata Steel also undertook a complete reformation and re-engineering of the existing system of slag disposition simultaneously that called for instant water spraying on the molten slag, disintegrating them using excavators fitted with rock breakers and recycling

> the iron component to the local secondary market and residual slag for the cement industry. An ambitious Mr. Sukhbinder Singh was aspiring to accomplish this colossal challenge of reclaiming land for a new plant to be set up independently. The assignment signified exhuming history and paving the way for the future. It was to carve a niche in the industry through his relentless endeavour and entrepreneurial belligerence. It was thus the heralding of a saga of success with the formation of a new

company in 2005, Kiran Transport, named after the eldest daughter of Mr. Sukhbinder Singh.

Kiran regarded as Laxmi, the goddess of wealth by Mr. Sukhbinder Singh, ushered in a new ray of prosperity for the organization. The magnitude of work in Tata Steel was assuming magnum proportions with stringent imposition of time schedule, safety and immaculate control on movement of material and manpower. Kiran Transport was suddenly on the threshold of an alignment of Indian industry with the global order and a new-fangled regime of vendor management. This is the way the world works and the premier steel producer of India was not going to be any exception.

The large-scale demand for steel in the current era with a determined price and quality of a manufacturer is adjudged worthy of global procurement only if it has an uncompromising track record of safety. Truly, the

world is looking forward to a new yardstick of buying accident-free steel that in turn brings everyone in the supply chain for mandatory compliance to overall excellence and emulate international practices in every sphere of activity.

As a Tata Steel associate, it was a stupendous task for Kiran Transport to raise its bar manifold as an organization to match the expectations of the illustrious principal in order to stay in contention. Whether it is an agile surveillance on safety attire of people, GPSenabled ID cards, system delays in material movement, statutory work habits, camera monitoring of dumper speed or periodic evaluation of progress schedule with consequent severity of penalty, suspension or lay-off have collectively over the years shaped the very philosophy of every employee of Kiran Transport. Strict adherence to the specifications have become a part of everyday life and almost an involuntary locomotion of everyone in the team. In other words, it has been an evolution of Kiran Transport to touch global standards of work culture and attain preparedness to successfully compete in the international arena. It now seems to be an integral part of their culture and operations, which is imbibed and exhibited by 200 staff members at every moment during their activity within Tata Steel.

The glorious ascend of Kiran Group is a result of the vision of its proprietors, backed by dedication and commitment of its 1000-member employee strength in the entire organization. The secret of success of Kiran Transport lies in its fleet of 14 nos. of L&T-Komatsu

excavators comprising of 8 x PC200-6, 4 x PC210-8 and 2 x PC300LC-7 machines supported by 40 nos. matching tippers.

By far, it is the largest population of equipment owned by a single owner in Jamshedpur. To keep pace and rapidity with clock-work precision as per the schedule of Tata Steel, Mr. Sukhbinder Singh has astutely decided to keep 50 percent additional equipment as standby to ensure optimum utilization of deployed units and timely maintenance. The reliability and aftersales support of L&T supplied equipment has always amazed Mr. Sukhbinder Singh, and offered him peace of mind.

An entrepreneur of meteoric growth is oozing out the exuberance of confidence and accredits it solely to the performance and availability of his fleet of L&T machines. The round-the-clock service support provided by L&T and use of genuine spare parts are the hallmark of his champion fleet that stay in top working order always. 'Keep it Komatsu' is the slogan promulgated by Mr. Sukhbinder Singh, and today it has effectively permeated through every employee concerned with equipment supervision.

The vibrant organization has also deployed five PC200-6 machines on hire for smaller contracts in the area. A brickfield on the outskirts and acquisition of a stone mine near Jamshedpur has materialized their desire of supplying bricks and stone chips for downstream construction jobs. The total turnover for





Mr. Ajit Singh with his staff and fleet make a happy picture

this conglomerate in the financial year 2009-10 has been worth Rs. 35 crore.

Mr. Sukhbinder Singh, popularly known as Mintubabu in the cosmopolitan Jamshedpur, is truly a man made by his machines. His obdurate trust on L&T-Komatsu fleet was put to acid test when a prestigious contract was linked with the condition mandating deployment of another brand of equipment. The choice of Mr. Sukhbinder Singh to hold L&T-Komatsu dear to his heart and forego the contract without second thought has become an exemplary demonstration of brand loyalty in the industry.

A bright and scintillating future is at the horizon for Kiran Transport as the group now plans foray into the core mining sector and envisages playing a major role in shaping up a few prestigious road projects. The vision of Mr. Sukhbinder Singh is to acquire Komatsu's large-sized excavators, dumpers, graders and dozers for deployment in mega mining or road projects they strive to clinch in the near future. An association with L&T-ECC, the country's premier construction company is another cherished objective of this group that today is the biggest brand emissary of L&T-Komatsu in Jamshedpur.

A state-of-the-art fleet, world-class upkeep and a matchless work culture of international standards have all poised Kiran Transport to accept challenges in the global arena in the near future. Kiran is, indeed, a ray of hope and for them 'No Dream is Too Big'.

NCC Launches Medapalli Project with Komatsu Fleet

At Medapalli site near Ramagundam, a gleaming fleet of Komatsu machines were lined up on 5th February 2010. The occasion was the handing over ceremony of the machines to M/s. Nagarjuna Construction Company (NCC) by L&T to kickstart its mining operations. NCC had secured the overburden removal contract from M/s. Singareni Collieries Co. Ltd. to extract 72 million BCM in 72 months at Medapalli.

This delivery formed part of L&T's major order for 33 Komatsu machines comprising 5 nos. PC1250SP-8R Hydraulic Excavators, 20 nos. HD785-7 Dump



Mr. K.K.Ghosh, Sr.DGM-PSD, L&T alongwith Mr. A. Manohar Rao, GM-Ramagundam Area-I, SCCL (second and third from left) handing over the symbolic key to Mr. Kameshwar Rao, Project Executive, NCC at Medapalli Site. At extreme left is Mr. D.B. Pai, Zonal Manager (South), MEB, L&T.

Trucks, 2 nos. D155A-6R Dozers, 2 nos. GD825A-2 Motor Graders and 4 nos. D65E-12 Dozers against stiff competition. The equipment delivery at site had started in November 2009, and by February 2010, NCC had a fleet of 3 Hydraulic Excavators, 12 Dumpers, 6 Dozers



Komatsu Fleet at the Medapalli site

and 2 Motor Graders. NCC appreciated the efforts made by Komatsu and L&T for the prompt equipment delivery, commissioning, training of the site team and support rendered during the execution period.

At the formal event that followed, the machines were handed over at the site by Mr. K.K.Ghosh, Sr. Dy. General Manager, Product Support Department to NCC's senior executives in the presence of SCCL officials. The handing over signifies a new relationship between L&T and the NCC, one

of the large construction companies in India. NCC's Mining Division hopes to reach a turnover Rs.1,000 crore in the next three years, and L&T with its unmatched support will surely be a part of the success story.

Scania Drives into Bhutan

&T's Construction & Mining Tipper Business achieved a major breakthrough in the SAARC region with the export of 25 Scania trucks to Bhutan. The order has been placed by L&T's Engineering Construction & Contracts Division for deployment of P380 Tipper Trucks in the mountain country's prestigious 1200 MW Punatsangchhu Hydroelectric Project. These tippers are in addition to the six nos., already supplied to L&T ECC during the year 2008.

The Punatsangchhu-I project is a run-of-the-river scheme on the Punatsangchhu river located between 8.5 km and 18.5 downstream of Wangdue Phodrang

Bridge. The project is funded by the Government of India. The dam construction contract has been bagged by L&T ECC valued at Rs 1245 crore. The work involves construction of a diversion tunnel, dam, intake and de-silting arrangements, including hydromechanical works. The chassis were shipped to Haldia Port, from Scania's Netherlands Plant via Singapore and then transported over land to the worksite. Hyva dump body was transported to the site and then fitted on the chassis. The P380 Tipper Trucks

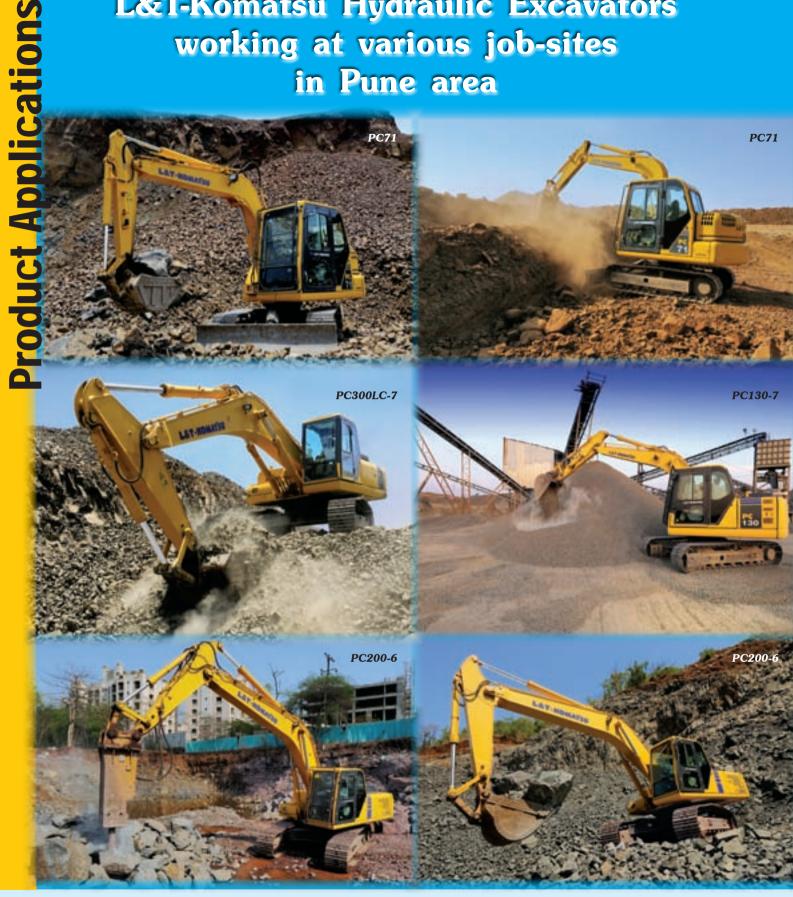
are being utilized to move the excavated material from the damsite.

India has already provided assistance to the Government of Bhutan to build three hydroelectric projects at Chukha, Kurichu and Tala and is now aiding with the construction of Punatsangchhu-I project. Bhutan has one of the world's largest hydel-power potential with domestic consumption of only 400 MW. Its current installed capacity is 1500 MW with a potential to produce 30,000 MW of hydel power. The entire surplus power is presently exported to India.

Scania Tipper Truck working at the hydel dam location in Bhutan



L&T-Komatsu Hydraulic Excavators working at various job-sites in Pune area



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