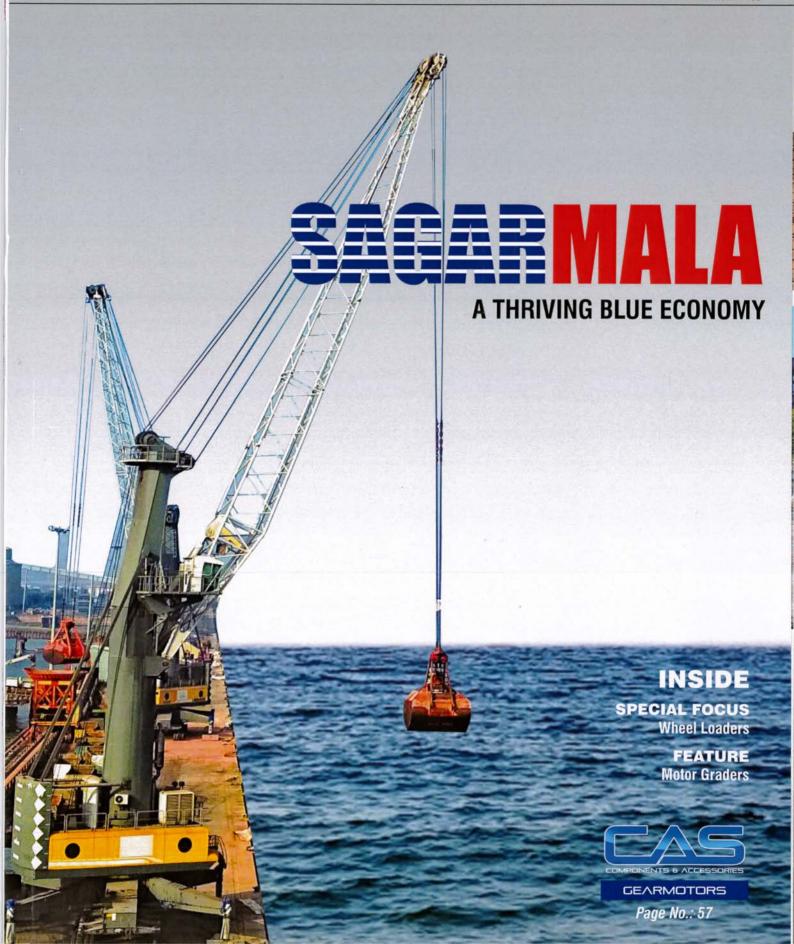
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## EQUIPMENT TIMES

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## Almost all large projects, like the Sagarmala Programme, will invariably see our customers win projects.

**VIVEK HAJELA** 

VP, Construction Equipment Business, Larsen & Toubro

How do you look at the opportunities improving for OEMs in the construction equipment industry as the Sagarmala project is set to promote port-led direct and indirect development and to provide infrastructure to transport goods to and from ports quickly, and efficiently?

India's vast coastline stretching 7,500 KM has so far remained largely unexploited in terms of land connectivity. The government's ambitious Sagarmala programme aims to link all Indian ports with a vast network of roads and railtracksto bridge this connectivity gap. It will lead to substantial investments in laying new roads and railway linesover long stretches and will create a steady demand for construction and road-building machineryas projects are awarded. It is expected to propel the construction equipment industry's growth and contribute to making India the secondlargest market globally in a few years.



What are your major contributions to the Sagarmala project? Which of your equipment are employed in the Sagarmala project?

Komatsu and L&T Construction & Mining Machinery Business jointly commands a leading market share in the construction equipment space. Our machines are equipped with the latest cutting-edge sustainable technologies suitable for delivering high productivity at neverbefore speed. Our customers, from single equipment to large fleet owners, have been with us for decades. Almost all large projects, like the Sagarmala Programme, will invariably see our customers win projects. Therefore, many of our equipment would be deployed in building the roads and the railway tracks that make the Programme a reality.

With a heavy increase in expenditure for infrastructure development through the Sagarmala project, how do you think you will utilise the opportunity?

At the recently held exhibition-Excon 2021, one of the largest Construction Equipment shows in Southeast Asia, Komatsu and L&T launched four new modelsto address such emerging needs. These were Hydraulic ExcavatorsPC205-10MO, PC210LC-10M0 Super Long Front, PC500LC-10RandMotorGraderGD535-6. These new models incorporate Komatsu's cutting-edge technology and have been specially developed to suit tough Indian applications and conditions.

These machines, along with a range of existing equipment, are expected to contribute to nation-building programmes like the Sagarmala Project.

In fact, 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 in urban India and delivers unmatched fuel efficiency, high-performance with low initial and maintenance costs.

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 SLF attachment and a convertible counterweight, this machine is suitable for river/canal de-silting, well digging, breaking & slope compaction.

PC500LC-10R Hydraulic Excavator is the first of its kind launched by Komatsu in the 50-ton class. It is equipped with large (3.5cu.m/3.7cu.m) buckets. This reliable and productive machine is also highly versatile. PC500LC-10R comes equipped with options to fit a wide selection of attachments, making it suitable for a range of applications.

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



Last mile connectivity is crucial. How do you assess the challenges in the Sagarmala project in terms of construction equipment?

The Construction Equipment developed and delivered by Komatsu and L&T are highly versatile and are designed to conquer rugged terrains. In fact, Komatsu's Construction Equipmentcomesconnected with telematics that offers owners the ability to monitor productivityand machine health enabling them to achieve higher machines uptime and manage their fleet efficiently. Machines supplied and supported by us are therefore expected to handle the last mile connectivity issue efficiently.

