



M.V. RAJA SEKHAR
Director (Mining & Construction)
BEML LIMITED

Interview

BEML Limited is the manufacturer and supplier of wide range of high quality Mining & Construction equipment for diverse sector of economy. BEML Limited is continuously providing latest technology for Mining & Construction equipment sector which are suitable for Indian Mining conditions as well for export market. With in-house R&D strength and state-of-the-art manufacturing facilities, BEML is indigenously manufacturing the products, keeping in view the local mining conditions & customer requirements.

Q. BEML Limited is a part of intense competitive business environment across its business verticals. How BEML is operating in such an environment?

BEML Limited, Mining and Construction equipment business vertical is having severe competition from both domestic manufacturers' as well as from foreign imports. BEML with its dedicated R&D with excellent facilities and with state-of-the-art manufacturing facilities are regularly developing and manufacturing latest technology Mining & Construction equipment suitable for Indian Mining conditions as well for export market.

BEML's nationwide network of sales offices enables buyer's access to its wide range of products. BEML's fully fledged service centres and part depot offer total equipment care. The company site engineers ensure higher availability of machines through prompt-after-sales-service.

Equipment – wise training programmes for the customers personnel are conducted on Mining & Construction equipments at our Service Centres at KGF & Mysore.



Dozer Assembly Line at BEML KGF Plant

Q. What are the different offerings of BEML for mining & construction sector? What makes BEML's equipment different from other OEM's products?

BEML Limited manufactures and supply wide range of high quality Mining & Construction equipment for diverse sectors of economy.

BEML is indigenously manufacturing various latest technologies Mining & Construction Equipment of different capacities, namely; Rear Dump Trucks, Crawler and Wheel Dozers, Hydraulic Excavators, Wheel Loaders, Motor Graders, Water Sprinklers, Tyre Handler, Pipe Layers, Backhoe Loaders, etc.

BEML with its infrastructure and R&D is fully geared

up to support and meet the challenges of the Mining & Construction Industry.



BEML BD475-1 Bulldozer: Biggest Machine in Dozer Segment

Q. How you are going to exhibit in Excon 2019? What are the expectations of BEML from South Asia's biggest construction event?

BEML is participating in EXCON 2019; South Asia's largest Construction Equipment Exhibition scheduled from 10-14 December at Bengaluru.

Since EXCON 2019 enjoys wide participation from both India and Abroad, we make use of this opportunity to showcase the BEML Company's capabilities in Mining & Construction equipment business vertical and we are also planning for live display of our latest technology construction equipment to customers during EXCON-2019.

Expectation from EXCON 2019 is to augment our business in construction equipment, to further strengthen our company's brand image and to promote newly developed & latest technology construction equipment.



Recently launched BL30-1 Wheel Loader by BEML

Q. As a socially responsible organization, how is BEML carrying out its CSR Projects?

BEML being a responsible corporate organisation, BEML has embraced Corporate Social Responsibility & Sustainable Development (CSR & SD) as one of its important business imperatives, thereby, constantly striving toward adding value to the society.

The company, since its inception, has been undertaking various CSR and sustainability initiatives which includes,

adoption of villages, rehabilitation of persons with disabilities, carbon mitigation, providing education to local populace, mobile medical camps, offering food for needy children, flood relief mission, developing eco-park, rejuvenate of lakes and tree plantation programs, carbon footprint study, installing LED lightings, Modular Employment Scheme (MES) for training youth, women for skill development etc.



BEML Windmill Project at Karnataka

Q. What are the difficulties in mining & construction equipment sector of the country? Make in India campaign launched by the Government is with the vision to evolve and transform India into a powerful economy of the world, how achievable this goal is?

India is becoming one of the key potential markets for Mining & Construction equipment. With huge infrastructure development work in progress and various Government initiatives to boost up the Industry; we expect there will be continuous growth in the Mining & Construction Equipment Industry.

Since the Mining segment is migrating towards deployment of higher capacity equipment to meet the increased production demand, BEML have taken the initiatives for design and manufacture of higher capacity Mining equipments; such as BH205E (186 MT) and BH150E (136 MT) electric dump trucks, 180 ton class electric hydraulic excavator (BE1800E) and diesel versions (BE1800D) excavator and 850 hp bulldozers (BD475), with BEML in-house R&D strength.

BEML's has supplied BH205E & BH150E Electric Dump Trucks to Coal India Limited on Trial-Cum-Sale basis.

BE1800E Electric Hydraulic Excavator has won "Raksha Mantri Award for Excellence": 2014-15 for "Design Effort" own initiative. BE1800E Electric Hydraulic Excavator supplied and being successfully operated in Singareni Collieries Company Limited (SCCL) mines. Further, based on the performance of this equipment we have received order for 5 Nos. BE1800E Electric Hydraulic Excavator from Coal India Limited (CIL).

All these latest technology opencast mining equipment have been developed by BEML, R&D, through indigenous efforts to reduce the imports of equipments and which in turn substantially reduce the outflow of foreign exchange. This is in line with the "Make in India" policy of Government of India.

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BEML BH150E Dump Truck under Make in India initiative

Q. Can you tell us the defining steps taken by BEML with its Research & Development (R&D) in order to enable the machines with latest technologies?

BEML R&D is focused on developing and engineering below technology to meet the market demand and to have customer delight.

- BEML is geared up to implement BS IV (CEV) emission compliant engine from October 2020 on wheeled construction equipment.
- BEML is gearing up to implement BS IV (CEV) emission compliant engine from April 2022 on crawler construction equipment.
- Developing fuel efficient, regenerative hydraulic system for excavator.
- Developing AI based predictive maintenance tool for monitoring critical aggregates and to enhance their life.
- Developing AI based Fatigue monitoring device for dump truck for safe mining operations.
- Engineering customised low noise ROPS / FOPS AC cabin on all construction & mining equipment.
- Engineering inboard parking brake with Belleville spring for higher reliability on dump trucks.
- Developing failsafe parking brake for crawler equipment.
- Engineering state of the art ATGEM transmission with high energy friction disc on dump truck.
- Developing Hydrostatic drive Steering system for crawler equipment.
- Developing Tele operated / Autonomous dozer.

BEML determined to provide extensive training to R&D engineers and to have technology partner for the joint development of technology to meet upcoming challenges.



State-of-the-art BEML R&D Centre at KGF (Karnataka)

Q. How the economic slowdown is affecting the business? What will be the condition of industry in coming years?

Economic slowdown is affecting the Construction Equipment market. However, the demand for Mining Equipment is consistent & encouraging. With huge infrastructure development work in progress and Government initiative to boost up the Industry; we expect there will be continuous growth in the Construction Equipment Industry in future.

Q. What are the advantages and disadvantages of being a domestic manufacturer of Construction equipment? What is BEML's long term vision and mission for the Industry?

With in-house R&D strength and state-of-the-art manufacturing facilities, BEML is indigenously manufacturing the products, keeping in view the local mining conditions and customer requirements.

The latest technology and high quality Mining & Construction equipment manufactured by BEML through indigenous efforts will reduce the imports and substantially reduce the outflow of foreign exchange; this is in line with the "Make in India" policy of Government of India.

The nation-wide network of service centres, parts depots ensures total customer satisfaction.

BEML Limited; Vision

Become a market leader as a diversified company supplying quality products and services to Defence & Aerospace, Mining & Construction, and Rail & Metro to emerge as a prominent international player.

BEML Limited; Mission

- Improve competitiveness through collaboration, strategic alliance, and joint ventures.
- Grow profitability by aggressively pursuing business opportunities in domestic and international market.
- Adopting of state-of-the-art technologies and bring in new products through ToT and In-house R&D.
- Continue in diversified growth in new products and markets.
- Attract and retain people in a rewarding and inspiring environment by fostering creativity and innovation
- Offer technology and cost-effective solutions. 

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