



BUILDING Relationships

Issue XVI April 2010

FOR PRIVATE CIRCULATION ONLY



Relationships

Civil Engineering Construction Contractors

BEB
is poised
to prosper

The Indian Economy is gathering steam. The Financial crisis that hit the world had a mild impact on India for a short period. But once it was established that our institutions were strong and healthy, the consumer confidence which had temporarily collapsed, returned with a vengeance. The pent up demand has unleashed itself into a torrent and corporate financials are looking healthy and sentiment is positive.

In this atmosphere B.E. Billimoria & Co. Limited is poised to prosper. In spite of the hiccups in the last 3 years we have shown healthy growth, good profits and a strong order book. And with growing demand the contracts order book is sure to improve further. Success as we grow will be achieved only if we stick to the basics which boils down to "meeting contractual commitments". Before we can meet our contractual commitments it is essential that we understand our contractual commitments. So it is essential that not only Project Coordinators and Project Managers understand their responsibilities but that the entire management team working on the project works to a plan to discharge the responsibilities of the Company to its clients.

This makes the job of planning and monitoring all the more important and it is for this reason that over the last few years we have set up the Project Monitoring Cell under the guidance of Mr. Manish Gupta who can not only help Project Managers to prepare the plan but also monitor and report progress and variances from the plan to Senior Management to take appropriate action. And we have established a Management Committee that meets each Wednesday afternoon to review progress on projects, identify bottlenecks and issues and work out solutions.

We have established systems, processes and controls which are the essential ingredients for success as we grow. *A bhel - gadi* has few simple moving parts yet works quite efficiently. A jet aircraft has many millions of very complex parts and requires an expert pilot to make it move even an inch forward. Under the hands of an expert the jet aircraft will take you much further than a *bhel - gadi*. We have decided that we wish to travel fast and go far. It is essential that we learn to operate the jet aircraft and become skilled in its use. That alone will take us to our goal.

We have a long established track record of doing what we do, well. And we shall continue to grow in that business. But we are constantly looking out for what more we can do and how we can expand our horizons and leverage our strengths to enter new areas. One such area that we have identified is acting as developers for mass housing schemes in what is popularly referred to as the "affordable housing" segment. The demand in this sector is huge and will only grow as the Indian Economy grows. Successful entry into this sector will change the game for us. We shall never cease to function as contractors for all types of building construction Works. But establishing ourselves as developers in the mass housing segment will open up a new and glorious chapter in our history.

The coordinated efforts of the B.E. Billimoria & Co. Limited - staff are what has brought us to where we are. Continued cooperation and working as a team or in other words as a well oiled jet aircraft will take us to great heights at a steady pace.

Kaiyoze B Billimoria
Managing Director

BS OHSAS 18001:2007

BUREAU VERITAS
Certification

Certificate No. IND10.6159



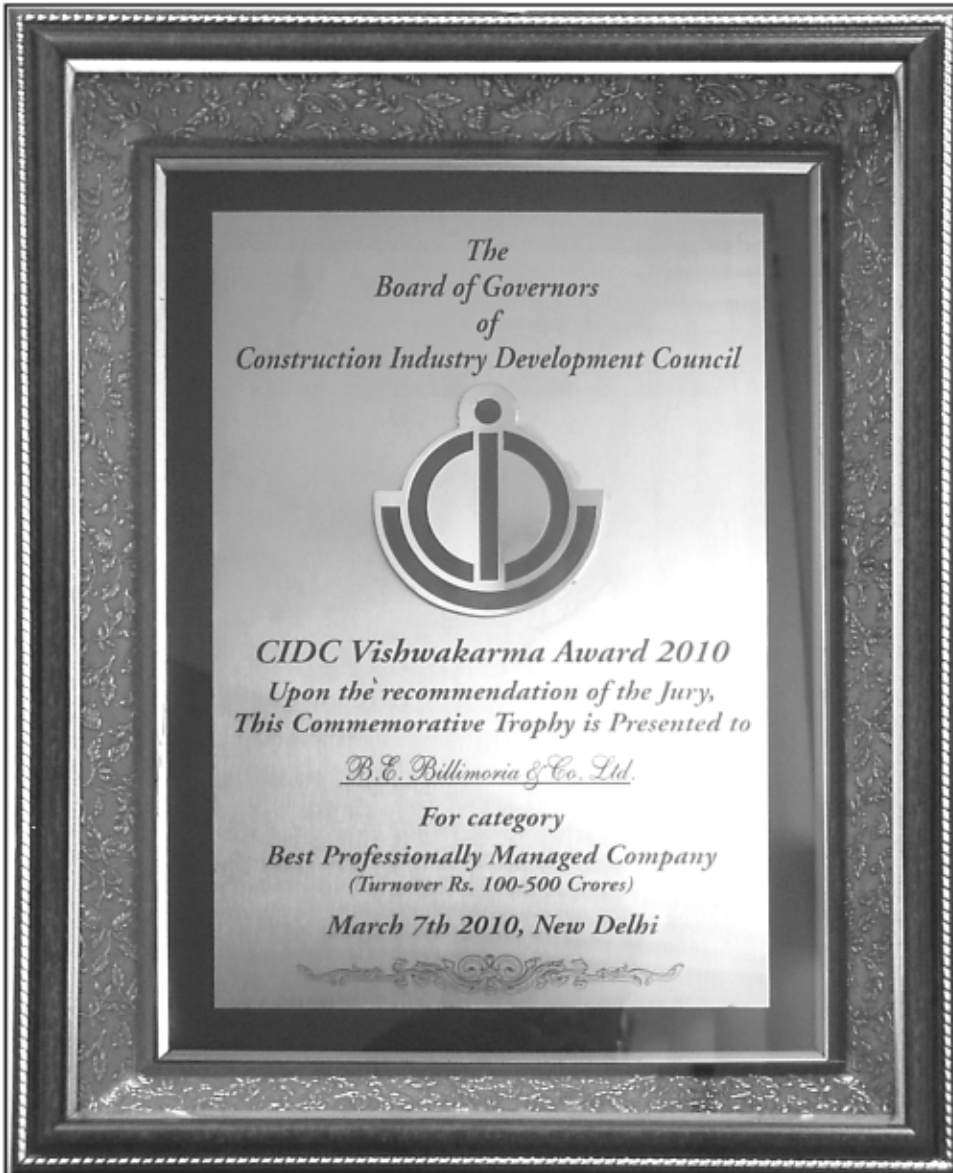
In March 2010, in recognition of initiatives implemented to control and improve performance of Occupational Health & Safety risks, **BEB** was granted Occupational Health and Safety Specification certification BS OHSAS 18001:2007 by Bureau Veritas Certification.

BEB
bags the
prestigious
CIDC
Vishwakarma
Award
2010

CIDC VISHWAKARMA AWARDS 2010

An Event I shall Always Cherish

Dinesh Nayak DGM - Tech. & Mktg.



I was riding on exhilaration as I entered the sprawling grounds of the India Habitat Centre in New Delhi on the evening of 7th March 2010 to attend the CIDC Vishwakarma Award ceremony. I was approaching the climax of an eager wait after our nomination for the "Vishwakarma Awards 2010" was submitted towards the end of January 2010.

I was filled with joy and pride as I watched Mr Digant Kapadia walk up to the stage and climb the few steps. To me at that moment, he was not just a person representing a Company. He was the personification of the core values and the work culture nurtured for over 51 years by the Company's Founders and countless employees past and present. He was the public face of an organisation that thrived on tackling engineering problems with innovative ideas and solutions, an organisation that puts on line the same commitment and dedication while building humble dwellings of under privileged sections of the society, which it displays while building the abodes of the high and the mighty.

The Chief Guest Dr C. Rangarajan, Chairman of the Economic Advisory Council to the Prime Minister and former Governor of RBI said in his speech that the best way to promote excellence in any area is to honour people of excellence in that area. Dr Rangarajan called the construction sector an important driver of the Indian growth story.

According to him, capacity building and increase in productivity are crucial to the construction sector.

Whilst congratulating the Awardees, the Chief Guest called them "extraordinary men" and quoted the well known author Elbert Hubbard - "One machine can do the work of fifty ordinary men. No machine can do the work of one extraordinary man".

And I may humbly add, when two extraordinary men join hands and strive, they build an organization which turns in extraordinary performance and professional excellence.

It was indeed an award for extraordinary performance and professional excellence.



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How Did We Reach The Goal

Dinesh Nayak DGM - Tech. & Mktg.



It was a heady feeling. Late into the night on 25th February 2010, the list of awardees of the CIDC Vishwakarma Awards 2010 was on display on my computer screen when I logged on to CIDC's website and there it was the name of B.E. Billimoria & Co. Limited.

I really cannot describe the state of my mind at that point. Was it joy? Delirium? or a feeling of satisfaction? Was it that countless hours of toil and teamwork have borne fruit? Was it pride for being part of a tradition of excellence of over 51 years? Was it vanity for being able to tell others - look, I work for this company which is treated with deference in the construction industry? It was an amalgam of all this and much more. Something a mere wordsmith like me cannot describe. Perhaps somebody like Shakespeare or Somerset Maugham might be able to coin an appropriate word.

The story began in late October 2009 when a letter arrived in our office from Builders' Association of India, advising us to submit our nomination for CIDC Vishwakarma Awards 2010.

Initially, when I read the letter, I was slightly apprehensive. A large number of nominations would surely be received by CIDC from all over India. How do we stand out head & shoulders above the crowd? As I read through the eligibility requirements so thoughtfully enclosed by BAI, I stopped at the following should have made significant contributions towards "Evolution/Ingress/Induction of new/frontier technology". There it was. The most defining characteristic of our Company demonstrated in countless landmark projects from Indian Airlines Hangar in Mumbai to Structural Roofing and allied works at Turbhe Railway Station in Navi Mumbai. The creed of taking a technical challenge and coming up with an innovative solution was going to be the main theme of our documentation for the nomination.

Having settled the theme, a painstaking search through the Company's archives began. Fortunately, in the course of my work for the Company's presentations, I have accumulated a treasure trove of pictures and slides. All those pictures which related to and reinforced the main theme were compiled and arranged in a logical order.

Having accomplished that, the next task was to write meaningful text. It was a challenge to write credibly and convincingly without being sycophantic or self-congratulatory. A jury - any person for that matter - can see through flattery and bombast. It was necessary to highlight the qualities, credentials and achievements of the Company, capture its ethos in an impressive yet objective manner.

Then came the routine and deadly-dull task of formatting, printing, compiling etc. Normally, I would have done it myself because I had already conjured up in my mind how the final submittal should be. But this period saw an avalanche of pre-qualifications and tenders with some project-specific presentations thrown in. Mr Augustine Fernandes and Mr Jayesh Rathod took upon the task cheerfully despite their other onerous duties. It was a race against time to meet the deadline. Obviously a Company which submits its nomination for the "Best Professionally Managed Company" cannot afford to be late.

But we cannot rest on this laurel. Lest we become complacent we should remember that with this award, our present and prospective clients will have enhanced expectations from us. To meet them, we will have to exert that much more.

After all, we are inheritors of an illustrious legacy.



Mr Digant Kapadia, Managing Director - BEB, receiving the Vishwakarma Award at the hands of Dr C Rangarajan, Chairman of Economic Advisory Council to the Prime Minister & Former Governor of Reserve Bank of India



With Team B. E. Billimoria & Co. Limited at the Mumbai Marathon 17th. January 2010

I was very apprehensive when I was invited by my father to be a part of the B.E. Billimoria & Co. Limited team for the Mumbai Marathon. But when I heard that the cause for which we would be participating was the SALAAM BAALAK TRUST I was very enthusiastic to participate. I am aware of the activities of the Trust and I had also personally gone and helped by training the kids in football. I had gone to their shelter at Charni Road where they meet and have their counseling sessions and I had taken a group of them to Chowpatty beach where we played football. We were just a group of kids enjoying ourselves and we had a great time.

So I was very happy to hear that B.E. Billimoria & Co. Limited was participating in the Mumbai Marathon 2010 and raising funds in support of the SALAAM BAALAKTRUST.

On the day of the Marathon it was lucky we started early as most of the roads around CST were closed to traffic and it took us a while to find a way to the meeting place. I was surprised and happy to see that a beautiful banner had been made to identify

our Company and our cause. And we were all attired in matching shirts in the B.E. Billimoria & Co. Limited Corporate colour and Smart black caps which had the BEB logo. Once we were all assembled we went in through the starting gate and commenced the Corporate Challenge.

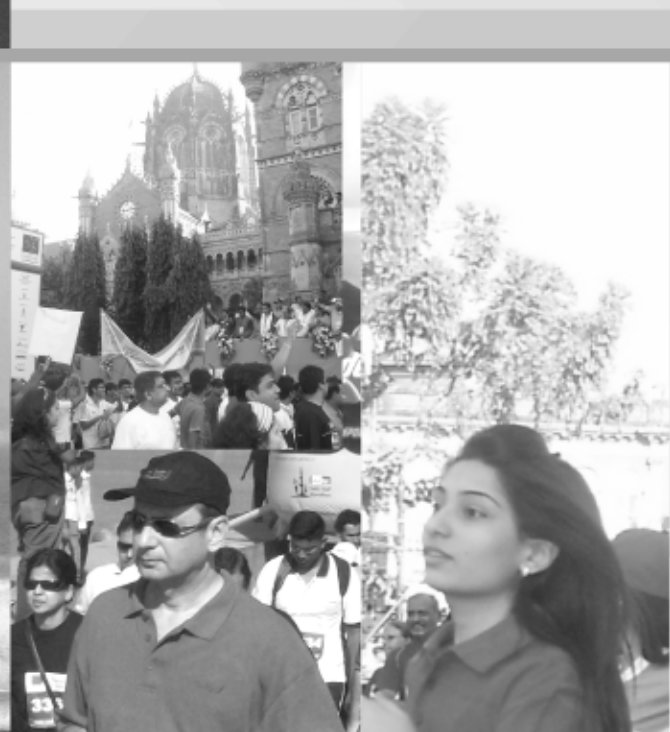


Rehan K Billimoria

Only Mr Digant's daughter who was also participating decided to run the course. The rest of us started a brisk walk taking a break only when we reached the Marine Drive to have a group photograph taken.

It was very heartening to see how many companies and how many people were out that day enjoying themselves and simultaneously supporting a good cause. I was happy to belong to a community of such caring people. It is good to see that people and companies do so much to support the community and I am proud of B.E. Billimoria & Co. Limited's efforts in this respect.

I do hope that B.E. Billimoria & Co. Limited will continue to support a good cause and participate in the Mumbai Marathon in future years.

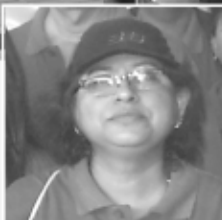


On our feet for a cause

Mumbai is a city, they say, that is always running. On Sunday 17th January 2010, the city once again displayed this spirit as a record number of runners took part in the 7th edition of the Standard Chartered Bank Mumbai Marathon. For BEB this event of carnival atmosphere was a novelty and the glee could hardly be hidden. The Dream Run, the Marathon's centerpiece, saw about 22000 people including the thirty of us from BEB. The thrill of competing in a sports event drew all of us to the Azad Maidan early in the morning.

The run had its share of exhilarating moments. To begin with, the drumbeats, the cheering crowds and the clean roads. A lot of individuals and voluntary organizations used the occasion to send out messages related to their pet themes. The event was a clash of co-ordination, causes and colours. 'Tap the Tap', 'Give Life Donate Organs', 'There is life after cancer', 'An eye for an eye' such were the messages walking around at the Dream Run of the Mumbai Marathon. As the Marathon espoused a variety of causes, it also saw myriad costumes supporting different causes with humour, conveyed slogans of better health, water conservation, arresting pollution levels, etc., as people cheered the runners from the sidelines. Among these was a gentleman who was promoting vegetarianism. He wore a black suit with all sorts of vegetables stuck on it and he was rooted in one spot right through, cheering the runners all the way.

Themes highlighting religious harmony were the order of the day as the crowds thronged dressed in regional attires. Several kids & adults dressed to look like Gandhi something that would have certainly made Gandhiji proud. The star attraction on the Marine Drive promenade was the NAVY BAND, which had turned to rock-n-roll songs by the time we passed them. There were participants dancing to the tunes of "Nagada Nagada". Thousands poured on the streets, some ran for a cause and others for pure joy and millions turned up to lend their support. Each and every participant of the Mumbai



Sneha Natarajan Mgr. - Communication

Marathon was a smiling, happy Mumbaiite and the fun which came along with the Dream Run was truly unstoppable where age, religion and gender induced no biases.

BEB stepped in with great enthusiasm as a 'Corporate Challenger' and supported the cause of "Salaam Balaak Trust, an NGO working for the welfare and upliftment of street children. We had a big banner made for the event which was legible from both sides. Through collective support we had made a generous collection of nearly Rs.9.15

Lakhs. Little Children from the SBT were there to cheer us holding posters with "Thank you" messages as we passed Marine Drive.

As we passed Hutatma Chowk we saw the Marathon Flame burning brightly whilst the participants and onlookers photographed themselves standing next to the flame. The Marathon Flame was brought for the first time to Asia 2500 years after the historic battle of Marathon. The Flame was brought to Mumbai by Ms Maria Polyzou, National Champion of Greece on 10th January 2010 and was handed over to the Dy. Mayor of Mumbai, Ms Shailaja Girkar and Actor John Abraham, the event Ambassador for the Marathon 2010. The Flame was to be extinguished at noon after the Marathon but it was snuffed out late in the evening following the wishes of the crowd gathered at the Chowk.

From the turnout it can be assumed that the Sport has made thousands of people fitter in the city. Every other sport requires skill but this one requires only practice and discipline and everyone can muster that. I feel lucky to have been a small part of such a gigantic effort. I confess to a small level of nervousness as I was attempting the Dream Run for the first time for Salaam Balaak Trust but I am looking forward to that thrill once again. The best part about the run was that both overtaking and being overtaken was motivating.

A 'Ratna'

We all at BEB
are proud
of our Ballubhai.....

L. K. Kapadia Vice Chairman - Emeritus

Mughal King Akbar had a coterie of 'Nav Ratnas', a group of nine intellectuals each gifted with exclusive talent and expertise. In the year February 1960, BEB enriched its 'Construction Coterie' with a 'Ratna' affectionately known by all as Ballubhai.

If King Akbar's coterie included 'Ratnas' in the diverse fields of Music and Dance, Medicine and Literature, Sculpture, Politics, Finance and the like, BEB's coterie comprised of 'Ratnas' in the form of highly qualified and experienced Engineers, Mechanics, Supervisors, Administrators, Technicians and the like, including a 26 years young Civil Engineer Ballubhai.

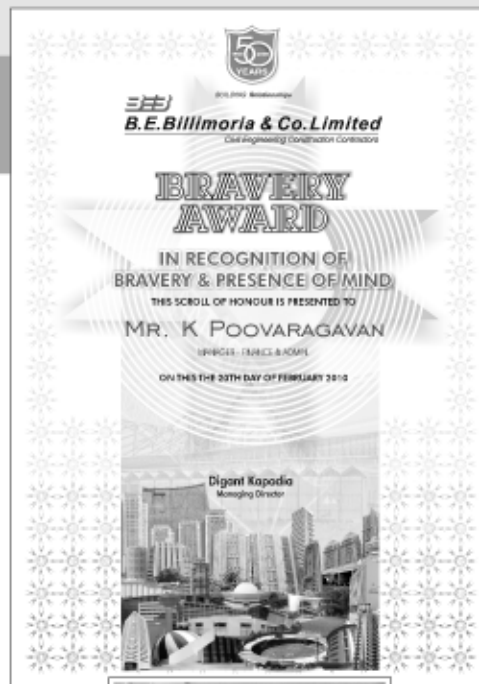
Using a simile from the Medical Profession, in the Engineering Cadre of BEB's coterie, if we choose to group all other engineers as 'Allopathic Specialists' we shall adore Ballubhai as 'Ayurvedic/Homeopathic Specialist'. Our past experience is that where an 'Allopathic Engineer' has struggled to provide a solution to a problem, our Ballubhai as Ayurvedic/Homeopathic Specialist Engineer has promptly provided solutions using his expertise (in problems related to accessibility, scaffolding, formwork, execution methodology, corrections of mistakes, restoration of damages, enabling work items etc.)

Cordiality with juniors and handling the labour force at construction sites, coordination of different trades, use of persuasive or aggressive approach, (if required), in dealing with unforeseen situations - all these are his forte.

Projects which are jewels in BEB's crown and handled by Ballubhai include : Structures in IIT Powai, IAC Hangar at Santacruz, NOCIL, Samudra Mahal at Worli, Wankhede Stadium at Churchgate, IDBI Tower at Cuffe Parade, Dr Mandke's Hospital at Andheri, Bharat Diamond Bourse at Bandra-Kurla Complex, Quarters for Military Campus in Nigeria and many others.



We all at BEB are proud of our Ballubhai and congratulate him not only for completing 50 years of his association with BEB's coterie but also for continuing his association with BEB's current prestigious projects despite his advanced age and age related health problems. We pray for his long and healthy life.



As Mr Poovaragavan (*extreme right*) was returning to office after collecting Rs. 2, 00,000/- cash from Axis Bank, two persons who were standing near by in a two wheeler, snatched the bag containing the money and tried to run away. Mr Poovaragavan immediately caught hold of the person who was trying to hand over the bag to the companion who was riding two wheeler. Due to his presence of mind and immediate response, Mr Poovaragavan hit the person with helmet incredibly rigid, which made the escaper to drop the bag and vanished from the site.

The award was handed over to Mr Poovaragavan by Mr P R Shetty, V. P. - Projects, Southern Region along with Mr S M Manoj, G.M.-Operations, Southern Region.

BRavery AWARD

Mr Poovaragavan's brave act is definitely commendable and very much appreciated.

Digant L Kapadia
Managing Director

"Moral excellence comes about as a result of habit". Mr. Ragavan used his presence of mind and saved the situation by retrieving the bag with cash.

P. R. Shetty,
V. P. - Southern Region

Keep it up KP - take chances, make mistakes. That's how you grow.

Varughese George,
GM - HR

Hats off to KP. Great news. He deserves standing ovation.

D. R. Nayak,
DGM - Tech. & Mktg.

Bravo Mr Poovaragavan ! Bravery is believing in yourself, and that thing nobody can teach you. May that lucky helmet continue to protect you always like a "Kavaach".

Sneha Natarajan
Manager - Communication

Lodha Bellissimo felicitated for Excellent Team Spirit

Sneha Natarajan Mgr. - Communication



CERTIFICATE OF MERIT

This certificate is awarded to,

Balwantrai N. Naik

as an appreciation for displaying an exceptional endeavor towards completion of structural works of Lodha Bellissimo in record time - September 2009.

Lodha Group values your consistent efforts and contribution towards creating a landmark project and is proud to have you as part of the association.

Wishing you higher achievements!

Abhishek Lodha | Director



Mr B. N. Naik, the proud receipt of the certificate

Our Lodha Bellissimo Team was felicitated at an Award Ceremony held by the Lodha Group, for their outstanding efforts towards successful completion of the structural work of Lodha Bellissimo - a landmark project - within the stipulated period. We are immensely proud of the Lodha Bellissimo Team for demonstrating excellent team spirit which has added one more feather in BEB's cap.

The team members who were awarded Certificates:

Mr B.N. Naik
Mr P.P. Saha
Mr Narayan
Mr Satish
Mr Ruesh
Mr Tushar Savant
Mr Avinasah Korgaonkar
Mr Uday Kesarkar
Mr Shailesh Naik

Reliance Media celebrates "Safety Week"



Mayur Dharia Dy. M. R.

As we all know that National Safety Week is widely observed all over the country from 4th to 11th March every year. The main objective of observing this week is to create an awareness of safety amongst the employees and also the public in general. We have a report from our Goregaon Site which celebrated the Safety Week.

Inaugurating the Safety Week Celebrations, Mr P.P. Saha, Senior Project Manager along with Mr Raja Arunachalam, Client's Project Manager and the Guest of Honour for the Celebrations, said that the Safety Week Celebration was to inculcate the habit of safety at workplace. They laid great emphasis on ensuring the safety of each member of their team.

During the week-long celebration all the Workers were much enthused and overwhelmed by the active participation of the Team, from the top level to the level of ground staff. Various safety promotional activities were undertaken to re-emphasize the importance of safe work practices in various areas of the project construction, which included display of banners / posters, slogan competition, quiz competition, good

Best Safety Poster	Quiz Competition	Best Safety Engineers	Best Safety Supervisor	Best Safety Contractor	Best Safety Worker
Mr Chalke	Mr Krishna Kumar Mr Ganesh Halwi Mr Chavan	Mr Mazhar Shaikh Mr Janardan (Reliance Media) Mr Shailesh Naik	Mr Moin Khan	Mr Aminul Haque Mr Bappi Sarkar Mr Santosh Prajapati	Mr Dinesh Mr Babloo

We are specially thankful to Mr Manohar Bhaiyya Project Head of Reliance Media for his continuous support and to our Safety Officer Mr Rohan Tipnis for arranging the Safety Week Celebrations in a befitting manner.

RESIDENTIAL

'Mahindra Splendour' at Bhandup, Mumbai - 5 towers with 2 level parking and stilt. 2 towers having 32 floors each and 3 towers having 21, 23 and 25 floors each

'Crescent Court' at Greater Noida, Uttar Pradesh - 3 towers with double basement, ground + 22 floors and 2 towers with double basement, ground + 6 floors

'Antilia' a private residence at Altamount Road, Mumbai with double basement, stilt + 27 floors

'Lodha Bellissimo' at Lower Parel, Mumbai - 3 level podium and stilt + 50 floors

'New Heaven Township' at Boisar, Thane - 33 buildings with ground + 3 floors

'Concorde Manhattan' at Doddathoguru village, Bangalore - 5 towers with double basement, ground + 14 floors (ref. pic. 3)

'Aparna Sarovar' at Kancha Gachibowli village, Hyderabad - 5 towers with double basement, ground + 19 floors

'Manjeera Majestic' at Kukatpally, Hyderabad - with three basements, ground + 23 floors

CORPORATE

'Ashford' at Lower Parel, Mumbai - with double basement, ground + 14 floors

'Godrej Eternia' at Shivajinagar, Pune - 1 additional floor (stilt + 10 floors already completed)

'Brigade Gateway' at Malleshwaram, Bangalore - double basement, ground + 28 floors

Commercial complex at Gachibowli, Hyderabad - Block 1 with stilt + 5 floors and Block 2 with basement, ground + 5 floors

'Manjeera Majestic' at Kukatpally, Hyderabad - with three basements, ground + 8 floors

'Information Technology Park' at Vilankurichi, Coimbatore - basement, ground + 4 floors

UTILITY

'Reliance Mediaworks' studios at Film City-Goregaon, Mumbai

'Maternity Home - stilt + 7 floors & Row Apartment' - stilt, podium + 4 floors at Edenwoods, Thane (ref. pic. 1)

'MRR Hospital' at Worli, Mumbai

'Hospital and Medical College' at Chennai with ground + 3 floors and ground + 4 floors respectively

'Cancer Hospital and Research Centre' at Raipur with numerous low rise structures housing various departments & facilities

'Warehouse' at Chennai - godown with roof having tubular truss

'Centre of Excellence for Training in Energy Efficiency' at Chennai, Block D with ground + 1 and Block E & F

'Amanora' Mall at Hadapsar, Pune - 2 blocks with basement, ground + 3 floors

'Brigade Gateway' at Malleshwaram, Bangalore, multilevel car parking

'UPAL' Mall at Lucknow, Uttar Pradesh - with 3 basements, ground

'CIPLA' Research and Development Centre at Vikhroli, Mumbai

'Table Tennis stadium' at Yamuna Sports Complex, New Delhi (ref. pic. 2)

'Badminton & Squash stadium' at Siri Fort Sports Complex, New Delhi

'MMRDA' Foot-over bridges at Jogeshwari Vikhroli Link Road, Mumbai



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