

BUILDING Relationships

Civil Engineering Construction Contractors



Relationships

BEB once again pioneers latest technology

"BEB will set up state-of-the-art pre-cast pre-fabrication technology in India"

At the outset I would like to greet one and all for the forthcoming festive season. In spite of the recent economic slowdown, I am happy to inform you all that we have managed to sail through smoothly, for which I congratulate everyone for putting up a responsible and resilient front.

Most of you may be aware that about 10 years ago, we pioneered in bringing the light-weight aluminum formwork system to this country which revolutionised construction methodology of buildings.

While the use of light weight aluminum formwork, as initially introduced by us, continues to be very popular and convenient, to keep pace with growth and competition, there needs to be a constant evolution of technology and management techniques. I want to take this opportunity to appraise you about one such technologically advanced development our company has decided to go for. We have decided to set up a pre-cast concrete fabricating plant with the help of a Finnish Company called Elematic, who are among the world leaders for pre-cast concrete technology in building construction. The plant is slated to be installed at our proposed mass housing project worksite at Lohegaon, Pune.

Although the introduction of this technology would be at a considerably high initial expense, it would enable us to achieve high volumes at a good speed with excellent quality. Keeping in view the fact that demand for affordable housing in India is getting bigger by the day, the efforts and money that we are putting in to establish this will I am sure be worth it. The coming decade will belong to such technologically advanced and voluminous nature of construction.

Another important aspect of this technology is that quality control is at the plant level rather than at the work site, thereby helping to achieve a far higher degree of accuracy and at the same time minimizing or almost eliminating errors/discrepancies. Once the Lohegaon project gets on stream and we are sufficiently well versed with the system of pre-cast structures, we could customize the same technology for other projects as well as use it for commercial purposes. It is an important step we are taking and I would like everyone to support it.

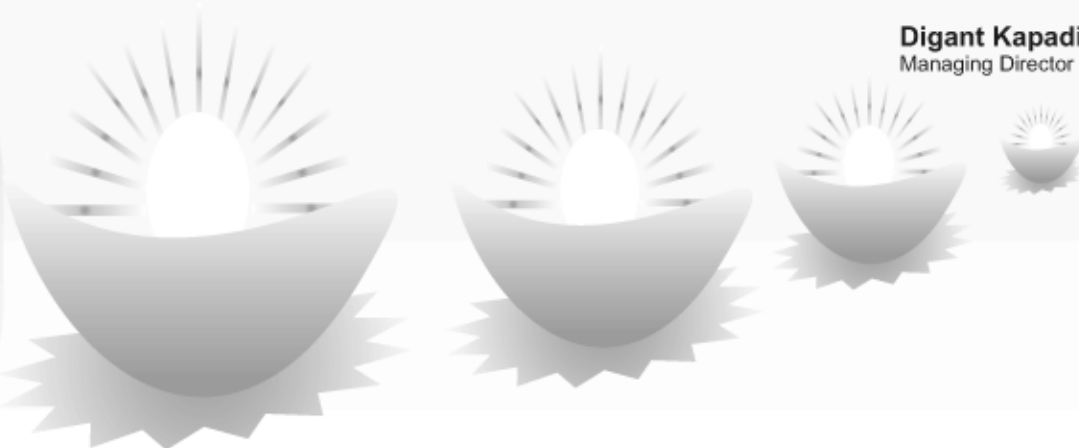
I also want to emphasize on individual inputs focused on development. Our collective goal being growth of the company, we should be on the constant look out for new technologies, systems and ideas. This would not only benefit the company but also enhance the thought process at the grass root level.

I would like to close this by thanking everyone for their constant and consistent hard work. To achieve higher standards we need increased efficiency. I look forward to a year full of interesting and iconic projects.

*W*ishing you and your families, a very happy festive season.

Digant Kapadia
Managing Director

*May
the spirit
of
Deepavali
be with you all
&
with your
families.*



Making it BIG



I am sure you all must have seen the telecast on CNBC TV18 "MAKING IT BIG" episode on 25th and 26th September 2010 in which their Senior Editor Mr A.B. Ravi was in conversation with our Managing Directors. "MAKING IT BIG" is a series which focuses on entrepreneurs who have made it big and captures their journey into the world of business. Mr Ravi made an unique introduction of the two visionaries coming together to set up business in the construction world. The telecast showed a trail of landmark projects completed by our Company all over Mumbai starting from IDBI Tower in Cuffe Parade to Tata Institute of Social Sciences in Deonar. I quote some of the significant lines from the telecast :

"History tell us that most family run businesses in India generally do not make it to the 2nd generation and even fewer make it to the third. Can a company survive, thrive and grow if it is set up by two business families? Well the answer is a big YES. This company set up some 52 years ago shows how two partners can run a business successfully into 2nd generation If roles are clearly defined between them."

"Leave no stone unturned seems to be the unwritten code of this Company". BEB makes architects' dreams come alive".

Excerpts from talks by our Senior Executives

"BEB is a company of innovations. We have constructed a lot of landmark buildings in Mumbai which even today are being appreciated and shown to the visitors as landmarks. So many buildings of 25 storied and 30 storied were constructed 30 years back when today's technology and mechanizations were not at all available. We brought the Aluminium Formwork System from Canada for the first time in the Country even when the big players were hesitant". (S.N. Bhat)

"The Founders of this company Mr B.E. Billimoria and Mr L.K. Kapadia, from day one their philosophy was that they should fulfill the commitments one hundred percent - nothing less. Commitment regarding completion of the work, commitment regarding quality of the work - there was no compromise on these two issues. This is what was liked by all the clients who really valued time". (N.C. Parameswaran)

"Our corporate philosophy has been - (1) if you see the tag line of our company - it is Building Relationships and (2) which I would say and so do our MDs, we are in the business of construction to make money and so we do not and persevere not to sacrifice the bottom line at the cost of top line". (Monesh R.Bhansali)

Some noteworthy questions and the answers :

(Q) What has been the big turning point for your company?

(A) We took on a very difficult construction contract. The Indian Airlines Hangar which, to us, was like a turning point in our history at that particular time, where we managed to win the contract in competition with Larsen & Toubro. (KBB)

(A) We introduced this new aluminium formwork system which was quite a big turning point, in the sense, apart from the fact that we were the pioneers in the country to introduce that, the system went down so well with the construction industry - today there are dozens of people who are replicating the same thing but we also could achieve great deal of satisfaction in terms of maintaining quality standards and speed. (DLK)

(Q) As a Banker (HSBC) what's your take on BEB?

(A) For a company that has given Bombay the first revolving restaurant, to have given Bombay the first intelligent building, to have given Bombay the planetarium, to build the asia's largest dome theatre, I think it is a reflection of a company always pushing the envelope trying to get to the next level of excellence. (Punith Chaddha)

(Q) If you were to do a SWOT analysis of your group what would you say is your strength and where is the threat for you?

(A) I would say our strengths are our people. We have technically very very sound people, very loyal people that we have depended upon. Weaknesses may be perhaps our risk averse nature where we some times let go of opportunities that we should grab because we are a bit risk averse. (KBB)

(Q) As a Banker are you very happy - is the company very conservative?

(A) You got to understand the industry that the company is operating in. If you are a consumer products company there is a lot of innovation, there is a lot of sales orientation that is required because that is the nature of the industry. When you are in the industry like construction, when you are building homes for people or monuments or public monuments you got to have people who have a very strong sense of what is right or what

should work for those monuments. And I think to that extent the company's culture and their orientation, is very suited to the industry that they are part of. You would not want a big multistoried building which is 100 stories or 70 stories tall to be built on weak foundations just because somebody is very aggressive in pitching for those mandates. (Punith Chaddha)

(Q) The new trend among corporate world is to sell off at a good value. If some big suitor comes along would you sell?

(A) To answer pointedly to your question, not during the working period of my lifetime may be the next generation. (DLK)

(A) In business one has to be an opportunist and therefore one has to evaluate every opportunity at the right time when it comes. As far as I am concerned I would not like to do anything else. I would like to, as Digant says, continue to work in this company for the entire rest of my working days. (KBB)

(Q) What does it take to succeed in business?

(A) The first starting point is to set your objectives, as I keep repeating. If you do not know where you are going you cannot get there. So set your objectives, work out your strategy, work out your game plan, work out your resource requirements to be able to get to your objectives. (KBB)

(A) I entirely agree with Kaiyoze. Whatever business you are into, basically you got to have passion for that and that too something similar to what we are into as Punith says, we are creating monuments and monuments are not going to be created if you do not have the requisite passion and that is what has been there with both of us and our fathers also. They always wanted to be innovative. Not only innovative in terms of introduction of technology etc. but wanted to have the best of the structures in the skyline specially in the Mumbai skyline.

The clients cherry pick us rather than we cherry picking the projects - but that has not come overnight. It has come through a lot of hard work, endurance and perseverance all put together. [DLK]

Letters to the EDITOR

"CNBC presentation and introduction of BEBL"

It was a nice feeling to see the telecast of our company on CNBC channel on 25th and a repeat on 26th September 2010. The introduction was based on a unique identification and introductions of the two visionaries coming together from two different backgrounds and setting up shop in the field of construction world. The smooth passing of the baton to the new generation was perceived as unique strength and a very special characteristic of this company, which displays the unity in diversity concept and assumes significance in the present century since in many a big business groups the transition has not been smooth.

The transition was being made from a very conservative approach to expanding business in more diversified fields and targeting higher turnovers of over 1000 crores in the next year. It was also clear that the future actions would be ensuring that the core values of the founders were always kept in mind while trying out new techniques as well as new approaches. That is to say that the quality aspects would always get the top priority in execution to create a product that would have BEB stamp/brand. Safety and health requirements would receive top priority in project execution. New methodology and technology as well as systems were being introduced in BEBLs working in various projects from time to time. Last but not the least special attention is and has to be paid to Relationship Building with our clients. This gets reflected in the repeat orders from same clients as well as goodwill in the market helping more business coming our way. We look forward to creating many more landmarks and working together to a better future for all of us while wishing the top management all the success.

Amresh Mohan Jalali

I watched the programme and am richer for it. I learnt a few things which I did not know. For example, I did not know that Tata Institute of Social Sciences was constructed by us. The sober, mature and conservative character of the Company came through very clearly as its commitment to its clients. The interviewer as well as the interviewees conducted themselves very well without any hype, vanity or any self-congratulation.

DR Nayak



GoToMeeting - A Collaboration Tool

We believe that if you reduce travel and meet virtually and collaborate online instead, you can save both time and money. With the GoTo Meeting tool, a little know-how, you can use your time in a more productive manner.

Go To Meeting is an on-line collaboration tool (audio/web conferencing) that employees can use to meet, to discuss, collaborate, train, educate or present information to clients, employers, coworkers. This on-line meeting service will allow you to interact with other employees at sites / branch offices in real time.

BEBL has procured a corporate license of GoTo meeting tool to cut down operational costs. It can have 25 attendees at the same time.

Aim : Business to use online meetings as often as needed, thus increasing productivity and getting rid of travel and lost time associated with that.

Features :GoTo Meeting includes sounds. The integrated service of communication of voice is included. You DO NOT have to pay for the talk.

GoTo Meeting allows a presenter to display the contents of his/her screen to other people. All that is required is that the audience install a small Java plug in that takes only a few minutes.

Tips on how to use this effectively.

1. Plan your work schedule with the other members (employees at other sites, branch offices). You can plan it with more than one sites
2. Discuss and fix a schedule, date and send an email to the IT Department mentioning the date, time, name of the person, designation, Site/Branch when it is required.
3. T department will send an email to the all the attendees (participants). The content of the email will be a link, password, meeting ID.
4. At the scheduled time IT department will initiate the meeting, respective users will click on the link received in the email. The control panel will display the arrival of the participants and when all attendees are present the presenter can start the session.
5. Keyboard, mouse controls can be transferred during the sessions.

Some of the areas where you can use GoToMeeting for the entire company :

1. For ERP Training / queries / assistance
2. For Consulting Work

Control Panel

When you organize a meeting the Presenter Control Panel appears on the right side of the desktop. The Presenter Control Panel gives organizers and presenters access to various organizers and presenter functions. The Presenter Control Panel is comprised of five panes: Screen Sharing, Attendee List, Audio, Chat, Invite Others and the Grab Tab. The Organizer Control Panel has a sixth pane, the Recording pane, which can be displayed by selecting View and then Recording from the Organizer Control Panel Menu Bar.

Note: When the Organizer passes the Presenter role to another attendee, the Control Panel changes and the Screen Tools section is removed and given to the new presenter.

• The **Screen Sharing pane** provides organizers/presenters with a visual reminder of On Air status, the ability to show their screens, pause showing their screens, pass keyboard control and change presenters **(a)**

• When selected from the Options menu, the **Recording pane** gives you the ability to record your meetings **(b)**

• The **Attendee List pane** provides organizers/presenters with a list of all meeting attendees and enables them to make other attendees organizers or presenters, grant or revoke attendee privileges and dismiss attendees **(c)**

• The Audio pane provides access to the audio settings for you and your attendees **(d)**

• The Grab Tab enables organizers/presenters to minimize the Control Panel to the side of their desktops to display their full desktops to attendees and still access Presenter Screen Tools **(e)**

• The Chat pane allows organizers and attendees to communicate privately or publicly **(f)**

• The Invite Others pane includes the meeting URL and ID which can be used to invite more attendees **(g)**

USER GUIDE FOR ATTENDEES IN A MEETING

JOIN A MEETING

There are several ways to join a meeting depending on how you receive the meeting invitation. Joining a meeting

• **To join a meeting from an email, a calendar appointment or instant message invitation**

1. Open the email, appointment or instant message that contains the meeting invitation.
2. Click the link provided in the invitation to join the meeting.
3. If prompted, click Yes, Grant or Trust to accept the download.
4. If requested, enter the meeting password provided by your meeting organizer.

You will be entered into the meeting and the Attendee Control Panel and GoToMeeting Viewer Window will appear.

GoToMeeting Conference Call Service

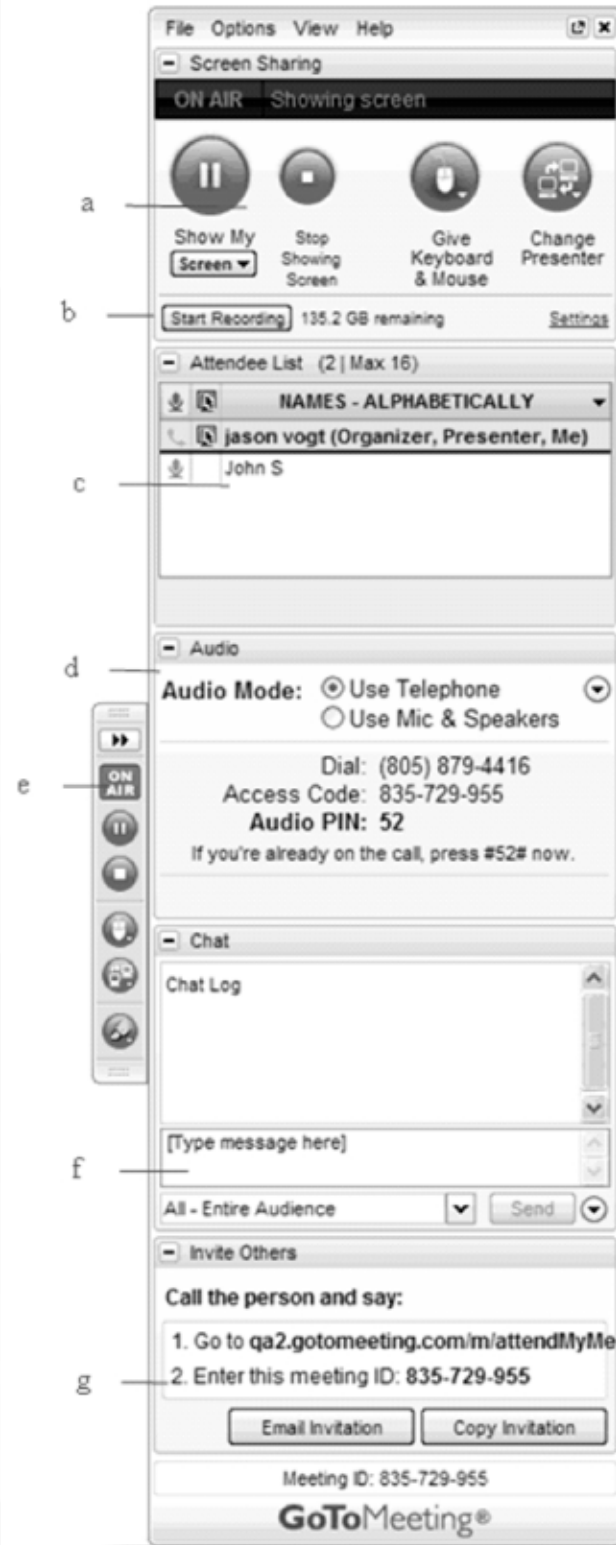
How you join the audio portion of a GoToMeeting session is determined by the organizer. An organizer can select whether attendees may join the audio portion via telephone, Voice over Internet Protocol (VoIP) or both. The conference call information is provided in the meeting invitation. If the organizer has given attendees a choice in how to join the audio portion, you will see that option in your Attendee Control Panel once you join the meeting.

Prior to Meeting or Event Start

- If you plan to share your entire desktop, turn off any instant-messaging applications, notification software or other programs that may interrupt or distract from the meeting.
- Turn off any streaming media applications that may take up bandwidth and resource-intensive applications that may be taxing processor ability.
- Set the desktop display to a neutral background and adjust display settings to a mid-range
- resolution (e.g., 1024 x 768) to improve the display for attendees with lesser settings. This is also the optimal setting for recording a meeting.
- Clean up your desktop before a meeting. Eliminate wallpaper and icons that may distract your attendees.
- Have the documents you wish to share ready to be accessed in one or two clicks.
- Run a trial meeting with a friend to anticipate questions and to familiarize yourself with the format of your online presentation.

Managing the Meeting

- Arrive a few minutes early to greet the attendees as they arrive and start
- Provide an agenda at the start of the meeting, including estimated duration, and stick to it.
- Inform attendees what the purpose/goal of the meeting is, what to expect and when and how to ask questions and participate in the meeting.
- Provide information on how to use equipment or services and how to get assistance if needed.
- Nominate a co-organizer to monitor and respond to the chat log when someone is presenting.
- Encourage participation by using open questions such as "What would you suggest?" and "How do you feel about?"
- End the meeting clearly. Make sure all the attendees know that the meeting is formally over and stay on the line to address any last questions.



A NEW PARADIGM FOR TENDERING PROCESS

DR Nayak

The tendering process as it is operated now is skewed in favour of the lowest bidder. In public bodies, it is mandatory to award the work to the lowest bidder subject to his being eligible and fulfilling all the tender stipulations. In private sector, the tenders are not opened in the presence of the bidders. Therefore, it is not possible to know whether the bidder who got the contract was in fact the lowest bidder. But it is reasonable to surmise that private sector clients generally award the work to the lowest bidder. There could be exceptions. But there also, the clients would use the rates quoted by the lowest bidder as a starting point for negotiations and drive a very hard bargain with remaining bidders.

It follows then that the lowest bidder will strictly stick to the letter and spirit of the contract and would not like to do anything beyond that except on terms acceptable to him, because while quoting, he has trimmed his costs to the bones. On the other hand, the client and his representatives will try to extract maximum possible work for the given contract sum by stretching the interpretation of various contract clauses. This essentially gives rise to an adversarial relationship which is the bane of the construction business.

Lowest Bid Is Not The Best Bid

While a Company of our stature and reputation will go the extra mile to accommodate the wishes of the client, smaller and medium sized contractors lack the capacity to do so and will always raise extra claims whenever changes occur and to counteract that, the client will raise counterclaims to corner the contractor. Thus instead of harmonious execution of the works, disputes snowball and often result in arbitration and in some cases, litigation. Ultimately, it is the project that suffers and the client, who thinks that he has very cleverly saved on costs, actually pays an invisible price in various indirect ways.

Is there a way out of this morass?

Decades ago, I happen to read a small item in the Reader's Digest page fillers as they were called about an Italian body which was undertaking a project. After they received the bids, they rejected the lowest bid because in their opinion, the lowest bidder won't be able to complete the project at the quoted price. They rejected the highest bidder too, because they felt that the highest bidder has made too many assumptions and too many mistakes. Thereafter, they averaged the remaining bids and the bidder who was closest to the average was given the contract. This anecdote remained in my consciousness.

Years later, a colleague of mine left his job to become a contractor in his small coastal home town in Maharashtra. He told me of a school there which invited tenders for the new school building and adopted the lowest item rate quoted for each item from all the bids received and offered to award the work to the bidder who was willing to do the work at those rates.

While working in the tender department, time and again I recognized the infirmities of the present tendering system and these two instances kept popping into my mind every now and then.

A Radical New Method for Tendering

Taking inspiration from this Italian and Indian experiment, I have worked out a new paradigm for tendering process and it is explained below. The intention of this article is to generate debate on meaningful reforms in the tendering process.

CASE 1 : The same as the Italian experiment described above. But this is a over simplified method and does not take cognizance of the fact that all the rates quoted by the lowest bidder are not necessarily the lowest and all the rates quoted by the highest bidder are not the highest for the respective items.

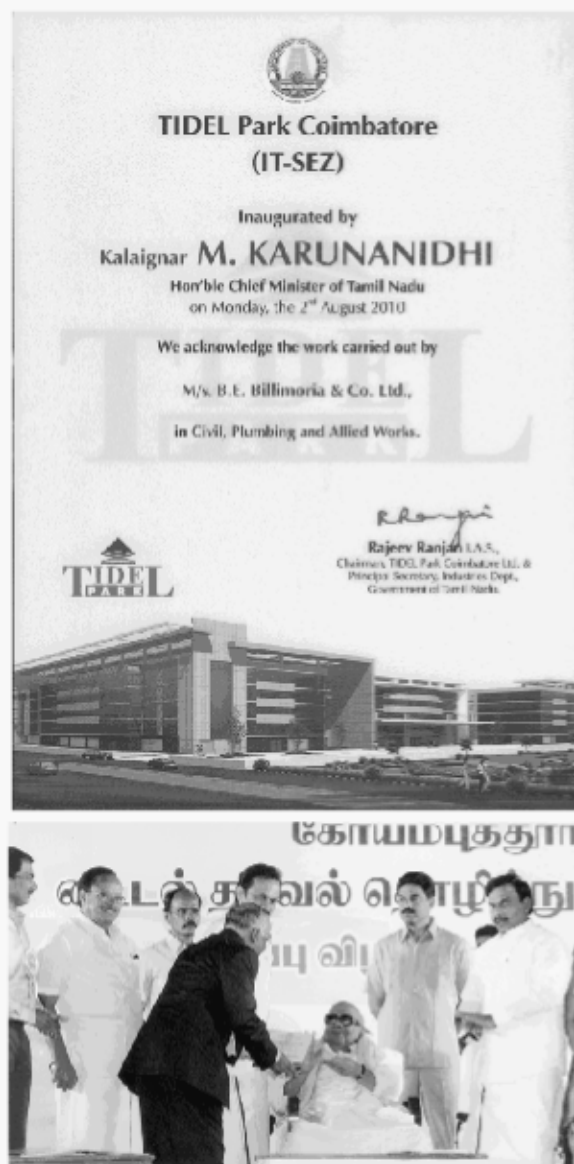
CASE 2A : We can average quoted rates for each of the items and prepare an office estimate based on such average rates.

Case 2B : This is an offshoot of CASE 2A. It is quite likely that the lowest rate and the next lowest rate for an item may vary considerably. If this difference is more than 10 % over the lowest rate, then such lowest rate should be excluded from the calculation of average rate. Similarly, the highest rate and the next highest rate for the same item may differ by more than 10 %. Then the highest rate in this case should not be included in the calculation of the average rate. Once average rates of all the items are determined in this fashion, then an office estimate should be prepared.

Once an office estimate which I believe is a fair estimate - is prepared in this manner, the intending bidders can be called to submit their percentage above or below (or at par) the office estimate. All the bids received should be averaged and the bidder nearest to the average bid should be awarded the contract. A further refinement is also possible in this case. If the difference between the lowest and the next lowest percentage quoted is more than 10 %, then the lowest bidder should be excluded from the calculation of the average. Similarly, if the highest and the next highest percentage quoted differ by more than 10 %, the highest quoted percentage should be excluded from the calculation of the average.

It should be kept in mind that there will be two bidders nearest to the average, one on the lower side and the other on the higher side. The choice between the two can be made on the basis of credentials and capabilities of the two bidders.

This method is fair and equitable to both sides and ensures that the winning bidder has the hope of reasonable returns and the Client has the assurance that his project can go ahead with minimum hassles. This will truly be a win-win situation.



Kudos to our Tidel Park Team for having kept BEB's Flag flying high.



A grand inauguration of the "Tidel Park" at Coimbatore took place on Monday, 2nd August 2010 at the hands of the Chief Minister of Tamil Nadu, Mr M. Karunanidhi. On this occasion, a memento was presented by the Chief Minister to our Company which was received by our Executive Director Mr T. Ramakrishnan. The memento was given by Coimbatore Tidel Park to our Company in appreciation of the collective efforts by our Tidel Park Team for successful completion of the project. Hearty congratulations to our Executive Director Mr T. Ramakrishnan and the Tidel Park Team for this remarkable achievement.

Brigade North Star Bangalore's Tallest Building

Brigade looks at stake sale in WTC property

Anshul Dhamija | *De*
Bangalore: Brigade Group, a publicly held real estate firm, is talking with private equity players on a possible 25% to 50% stake sale of its World Trade Center (WTC) building located in the heart of Bangalore. The company, which recently obtained a license from the World Trade Centers Association to classify and manage their 1 million sq.ft. office tower, North Star, as the WTC in Bangalore, hopes to raise \$100 to \$200 million via the stake sale. This is the second WTC in India, after the WTC in Mumbai, which opened in 1970. Brigade North Star is a 30-storey commercial building, with a helipad, located within Brigade Gateway, a 53-acre mixed-use project in the Malleswaram-Rajajinagar area. The company plans to have OCT this mega commercial building into an SPV, from where the stake sale would be executed. At the expected stake realization, Brigade is valuing its WTC at around Rs 2,000 crore. Speaking to PTI, M R Jaishankar, CMD, Brigade Group, said, "We are having discussions with many private equity players." Jaishankar added that the company is also talking to PE players on a possible stake sale of its 8,00,000 sq.ft. retail project Orion Mall, also located within Brigade Gateway. "If that works out, we could see a deal worth more than \$100 million," said Jaishankar. A PE participation may also bring down the size of the company's planned national placements to raise Rs 750 crore. The QIP size could come down by 50-60%. Jaishankar said the QIP was on track. "The appetite for real estate is not that great at the moment, hence we are waiting for an appropriate time to go ahead with the QIP. We should conclude it by the end of this year," he said. Brigade North Star has been in the news for a while following reports that global tech giant Oracle was planning to take up the entire 1 million sq.ft. space. However, that deal fell through since which Brigade got the WTC license.

Brigade North Star Tower located within the 40-acre Brigade Gateway Complex in Malleswaram-Rajajinagar area. The 30-storey commercial complex has an helipad, observation deck and an adjoining 9-level car parking facility. It co-exists with Sheraton Bangalore Hotel, Columbia Asia Hospital, Orion Mall & Multiplex, a manmade lake, outdoor cafes, restaurants, a shopping arcade, a swimming pool, an indoor games stadium, the Brigade School and 1200 residential apartments.

Recently the Bangalore dailies have published that Brigade North Star is classified as the country's 2nd World Trade Center almost three decades after the 1st World Trade Center in the country was established in Mumbai in 1971 and is the 29th WTC in the world.

The culture of giving the client utmost satisfaction at all levels earned for BEB appreciation of the Brigade Gateway Group for creating this first lifestyle and integrated enclave in Bangalore. It is a matter of great pride and one more feather in our cap.

Let us all applaud the entire Team working on the Brigade Gateway Project for their passion for perfection which has brought this fame to BEB.

VIJAYAN RETIRES after over 3 decades of exemplary service

The Management felicitated Mr Vijayan on his retirement after 35 years of distinguished service. Mr Parameswaran portrayed Mr Vijayan as "definitely a Gandhian" not because of his birth date 2nd October but because of his exemplary qualities of hard work, dedication and honesty. Our Executive Director acclaimed Vijayan as the only man who never declined to travel, be it to the North or to the South, to resolve any billing problems. Mr Digant Kapadia stated that Vijayan still looked very young and that was due to his innate qualities and wished he would continue to be with us for another 35 years as he was growing younger by the day. Mr Vijayan humbly acknowledged the good wishes and in reply said that he began his career in BEB in 1975 as a Stores Clerk at Godrej Site in Vikhroli.

He was always inspired and motivated by the hard work of our founders and specially that of Mr N.C. Parameswaran who has been a role model for him and under whose guidance he has retired as Sr. Manager Billing.

We wish him many more years of good health and an active life.



Our founders and veterans have an unerring knack of picking up gems who turn in sterling performance. Mr. Vijayan is one such gem. He is always immersed in his work so that our bills are prepared and submitted at the earliest. Only when the bills are expedited, there is a chance of receiving payments from the clients that much earlier. Thus he is the man who literally brings in our "Bread & butter."

- D R Nayak

BEB Hyderabad TACKLES PSEUDO NAXAL

Mr L.V. Prasad, Asst. General Manager (Projects) Hyderabad Branch Office was awarded the bravery scroll together with a bookie and a Watch by the Management in July this year for having demonstrated exemplary courage and conduct despite the extortion calls and threatening messages from spurious Naxalites for almost 2 months which culminated in the arrest of the three culprits. This episode was reported in the Telugu Newspaper "Sakshi" on 1st and 2nd July 2010.

GM - Hyderabad Branch, Mr R.P. Varma along with Mr Mishra, Manager - HR & Admin and Mr Michael, Safety Officer were also awarded the bravery scroll and bookie by the Management, for their unconditional and full time support to Mr Prasad in those trying times knowing fully well of the risks to their lives.



IN RECOGNITION OF COMPLETION OF 25 years Service



Mr Prakash Sadavarte - Executive Assistant
on October 31, 2010

Prakash is another gem of Team BEB. Always cheerful and smiling, he has a great sense of humour and there is never a dull moment with him around. - DR Nayak

Mahindra Splendour



'Mahendra Splendour' & 'Reliance-Media' sites celebrated Ganesh Chaturthi with great pomp and enthusiasm for five days. The pandal at Mahindra Splendour was artistically decorated by Mr Dinesh Pandit. All staff very competently managed their site tasks and performed the daily aarti and pooja. May Lord Ganesha bring good fortune to all in abundance.

Project Update

S. N. Bhat, V. P. - Operations

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

'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

'Salapur Greenage' at Hongasandra village, Bangalore - 3 towers with 21 floors and 1 tower with 25 floors

'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

Residential Tower at Bhavini Township Anupuram Kalpakkam, Chennai, with ground + 17 floors

CORPORATE

'Aracia Fortune Commercial complex' at Mumbai, three basements with 9 floor parking + 1 service floor + 17 Upper Floor

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

'Rubix Mall' at HMT layout, Bangalore - with single basement, ground + 11 floors + terrace

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

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

UTILITY

'Namaste Hotel & Office Tower' at Mumbai with three basements + 67 floors (ref. pic. 1)

'P. D. Hinduja National Hospital and Medical Research Centre' at Mumbai, with additional 20 floors above existing 2 floors

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

'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 (ref. pic. 2)

'UPAL' Mall at Lucknow, Uttar Pradesh - with 3 basements, ground + 6 floors

'CIPLA' R & D Centre at Vikhroli, Mumbai



ERROR

My apology for the printing error in the last issue of the Newsletter "A Commerce Graduate qualifies as a Civil Engineer". I would like to clarify that Mr N.C. Parameswaran had initially planned to become a Commerce Student but he ended up graduating as a Civil Engineer only to fulfill his father's wish. He took it up as a challenge as his elder brother could not become a Civil Engineer.



B.E. Billimoria & Co. Limited

Civil Engineering Construction Contractors

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