

Relationships

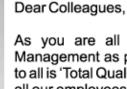
Civil Engineering Construction Contractors

BUILDING Relationships



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As you are all aware that the expectation of the Management as per the policy issued by our Chairman to all is 'Total Quality Management' (TQM). A resolution of all our employees should be to adopt the system of TQM with sincere effort. TQM is full of wide ranging practical examples of what and what not to do. TQM is a result oriented method for those seeking a reliable route to business success in the fast competitive market. The Management is having a strong belief that every one involves in the TQM Process.

OHSAS 180 BUREAU Certificatio

The successful implementation of TQM in our organisation can only be achieved if every single employee pursues a path of continual improvement, focusses primarily on systematization and develops a mindset for strict adherence. Finally as processes become systematic, time bound and streamlined, we can be proud of achieving TQM.

The employees who are veterans in this organisation should begin to realise the importance of a unified approach for the growth of BEB. Change is inevitable.

I wish every employee more and more success in every endeavour towards the growth of our company.

Mr. T. Ramakrishnan **Executive Director** 



Construction of a unique residential project is underway for the Chairman of Reliance Industries Limited. The project is unique and artistically designed by Architects and Consultants from the U.S.A. and we feel privileged to be associated with such a prestigeous project.

A special feature of the project is that although "Antilia" will rise to a height of 162.80 mtrs. which is equivalent to a conventional 50 storied building, "Antilia" will have only 27 floors.

#### The other salient features are

- Car Parking on 6 floors
- Entertainment Centre on the 8<sup>th</sup> floor comprising of a mini theatre
- Roof top of the Entertainment Centre will serve as a garden and above that 3 more terrace gardens with balconies
- Refuge area on the 9<sup>th</sup> floor to cater to any unforeseen disasters
- Health Club Facilities on 2 floors including a swimming
- 2 storied Glass Fronted Apartment for Guests

- Residence for the family on 4 floors which will have a picturesque view of the Arabian Sea and the city's skyline
- Air Space Floors above the Family Residence, two Mechanical Floors and one Observatory Floor.

The project requires meticulous skill planning and proper supervision on a day to day basis to meet the required speed and safety of the highest standard. The entire structure above the Refuge floor level is artistically, yet safely supported on 8 funnel shaped Raker Columns, for which a very sophisticated and specialised steel formwork was designed, fabricated and used at site, wherein the concrete grade used was also as high as M-60. High strength reinforcement bars of 40mm dia were used in the same. The concreting is done with the use of a placer boom and we use high quality plasticizer and ad-mixtures for RMC to ensure that no cracks and water seepages occur when concrete sets. We also have a Total Workstation in place for layout survey, checking of angles, height, and gridline for the Columns, Core Wall and Slab Grid before carrying out the concreting.

This project will be an experience of a lifetime for all BEB personnel involved in it.

### Working at BEB Are we ahead of or behind schedule

Sujit Jadhav - Management Trainee (PMC)

Presently the Company's monitoring and control process (in ERP) is based on cost analysis. As a pure contracting firm, Management is also interested in knowing the cost variances.

The traditional practice of our project management to compare actual costs with planned expenditure, confuses actual costs with actual progress. "Actual costs are not necessarily a measure for progress." Also how do we answer questions like.....

#### Are we ahead or behind schedule?

#### How efficiently are we using our time?

To answer that we have to analyse planned work to be done and actual work done. Thus, 'actual work done' a third reference point, is an objective view of the status of the Contract and hence there should be an Indicator for Project Schedule called Schedule Variance.

#### Schedule Variance (SV)

The Schedule Variance (SV) determines whether a project is ahead or behind schedule. It is calculated by subtracting the Planned Revenue from the Actual Revenue. A positive value indicates a favourable condition and a negative value indicates an unfavourable condition.

SV = Budgeted cost of work performance (Actual Revenue) - Budgeted cost of work schedule (Planned Revenue)

#### Schedule Performance Index (SPI)

The Schedule Performance Index (SPI) indicates how efficiently the project team is using its time. SPI is calculated by dividing the Actual Revenue by the Planned Revenue.

Need of it is briefly explained by the following example: (to date values) Budget for 'X' projects is =100 (Qty.) x 50 (Rate) = 5000/-

Budgeted cost is =100 (Qty.) x 40 (Planned cost) = 4000/- (1000/- is profit assumed)

Actual revenue is = 70 (Qty.) x 50 (Rate) = 3500/-

Actual Cost is = 70 (Qty.) x 35 (Actual cost incurred) = 2450/-

Hence, cost variance for Project 'X' is CV = 3500 - 2450 = 1050/-(Under budgeted)

SV = 3500 - 5000 = 1500/-(Schedule is lagging behind)
For Project 'X' cost is saved but Schedule
is lagging behind. Hence we should focus
on schedule variance along with cost
variance.





Advanced surveying using total station

Mahesh V Panchal - Overseer

During my tenure as Surveyor for the prestigious Delhi Metro Project more than 5 years ago and later for a five star hotel "Palm Beach Island" at Dubai, some 2 years ago, I got the opportunity to be acquainted with the high précision surveying techniques such as Total Workstation and GPS System (Equipments like Motorized LEICA TCRA 1101/2/3/TCA 1800 and NIKON DTM 800/850/821/750).

After my return from Dubai I joined BEB and I was deputed as an Overseer for the Ashok Tower project at Parel. At the site I was provided with an Electronic Theodolite for surveying, which I observed was not of much help specially for complicated areas like the podium with curved architectural features. I only wished we had more modern equipment to ensure accurate surveying in less time.

I was next transferred to Lodha Bellissimo project at Lower Parel and while I was going through the architectural plan of the building, I immediately realized that surveying would be very difficult and time consuming as the building orientation was at variable angles. I took the courage to apprise my superiors (Mr B.N. Naik and Mr P.P. Saha) of the advance surveying techniques known to me which made surveying accurate and fast. As the work progressed we were faced with multi-faceted problems and my superiors realized the need for a Total Workstation as suggested by me which they arranged promptly. Using this technology, we have not only succeeded in maintaining accuracy with speed but is also a big boon to other sites such as Antilia where we have constructed artistically designed columns and at Mahindra Splendour where land demarcation and building layout had to be completed within a limited period.

Thus moving with the time and adopting the latest technologies is beneficial and I am thankful to my superiors and the Management for accepting my suggestion.





# My journey in BEBL from Supervisor to Sr. Engineer

Murlidharan Nair- Sr. Engineer (Godrej Eternia, Pune)



At site, due to the healthy and cordial relations maintained by the whole team between the Client and the Consultants, every project was successfully completed.

No friends, I'm not exaggerating at all. Yes it's true. If I cast my mind 29 years back, when I joined BEB as a supervisor, I find it difficult to believe that I am the same person now holding a responsible position. In 1975, I was forced to join Ganon Dunkerly Co. by one of my father's friends where I worked for three years as Survey-Assistant. But my aspirations to achieve more in life rather than stick to the routine work persuaded me to join BEB wayback in 1979 as a Supervisor on a project for Bhabha Atomic Research Centre (BARC), Chembur, Mumbai under the noble guidance of Mr. N.C. Parameswaran & Mr. D.K. Desai. Initially my role was limited to survey work, supervision on labour etc. I put all my efforts to do the best I could for every task assigned to me and this proved to be beneficial for me. Within one month I received a lucrative increment in my salary as a token of appreciation of my work at site.

After this, I never looked back and resolved to myself that 'At work I shall always contribute my best'. Some years later while I was working at the ONGC Bandra Site there was one more honourable moment in my life when Mr B.E. Billimoria, the Chairman himself (now Chairman Emeritus) handed over to me a letter promoting me to 'Overseer' with a handsome increment. Until 1982 when I worked for BEB, I was very fortunate to be able to gain practical and technical know-how from the Management as well as from the Senior Staff. Thereafter my ambition to look for new pastures, took me to the Gulf. But destiny I suppose wanted me back in BEB and a year later I rejoined BEB to work for a project at HAJ HOUSE as 'Civil Foreman'.

I feel privileged to have worked on several projects such as Commercial Buildings, Residential Buildings and Townships, Railway Bridges, Industrial Structures etc. etc. I am sincerely thankful to BEB for the opportunity to grow in my career as well as to be a part of the prestigious projects some of which are landmarks. All this was possible because of the invaluable guidance and motivation provided by the Management. I was promoted to 'Engineer' in 2001 when I was posted at the Reliance Infocomm Site at Dhirubhai Ambani Knowledge City.

At site, due to the healthy and cordial relations maintained by the whole team between the Client and the Consultants, every project was completed with success. I am now promoted as Senior Engineer and am working at Godrej Eternia Site at Pune. When I look back on the years passed by I realize that all this has been an overwhelming experience in my life. Last but not the least, I must mention that without the support and confidence of my family it would not have been possible for me to work with dedication and sincerity.

I have a message for all you budding Engineers & other Staff that if a person can climb the ladder of success from supervisor level to senior engineer grade through hard work, diligence & devotion, then you too can taste the fruit of success through hard work. Always accept responsibilities willingly, comply fully with your allocated work and be patient. You don't need to strive for success, success will come to you by itself





# Tender Jorg Is Hanager - Technical & Marketing

Construction contracting business begins with a tender which is nothing but an offer to execute specified work at a certain price; subject to certain terms and conditions.

Normally, the Clients, particularly Public bodies, intending to carry out construction work publish a "Notice Inviting Tender". Many Clients send such a notice directly to Contractors known to them or short-listed by their architects and consultants.

In the tendering department of a contracting company, a number of leading newspapers are scrutinised every morning and tenders. which fit into core competencies of the organisation are picked out. The tender notices received directly from the clients, architects and consultants are also scrutinised and short-listed. Thereafter based on the norms and criteria laid down by the Management, a further short-listing is done and the final tally is presented to the higher-ups in the organisation.

The deciding authority may further cut down the list and decide which tenders are to be processed.

Once a decision is made that a particular tender is to be processed. then arrangements are made to purchase the tender document as detailed in the tender notice and by making the necessary payment. If it is decided not to work on a tender, then a regret letter is sent to the client on the date of submission of the completed tender.

#### THE INITIAL SPADEWORK

When a tender document is received, it is scrutinised and a summary of techno-commercial aspects and other salient features is made. After a perusal of this summary it might be decided not to pursue that particular tender and a polite regret letter is accordingly sent to the client. On the other hand, if it is decided to participate in the tender, the working on that tender begins in right earnest.

The first step is a careful reading of the bill of quantities (BoQ) included in the tender documents, which reveals the scope of work in all its intricacies. Normally, any contracting organisation executes a number of items of work in-house by providing materials, plant & equipments, tools & tackles and engaging labour contractors, pieceworkers and labourers on daily wages. However, certain specialised items of work like plumbing & sanitary work, electrical work, aluminium doors& windows, pre-stressing etc. are given to agencies who specialise in such works. The gamut of items of work done in-house and those that are outsourced vary from company to company.

#### **SENDING INQUIRIES**

The next step in the tendering process is called "Sending a Tender Inquiry" or simply an "Inquiry". A formal letter is sent to various specialist agencies which outlines the intent and purpose and requests the specialist agencies to give their most competitive rates. A copy of the relevant items of work from the BoQ along with relevant specifications and drawings are enclosed with this letter. The tender document also contains a list of approved makes and brands. Where applicable, a copy of this list is also sent to the specialist agencies. Any particular clause in the tender which is a departure from the normal practice in this field is also mentioned in the inquiry.

Sending an inquiry by itself is not going to bring in quotations. This is inevitable because each specialist agency receives many

inquiries for different projects from many contractors. They also get inquiries directly from the clients where their trade is not included in the scope of work of the main civil contractors. Therefore, it becomes necessary to pursue these agencies persistently till their quotations are received. An attempt is made to get at least three quotations for each specialist trade, so that a fair comparison could

A comparative statement of quotations received for each specialist trade is made. One of the agencies is selected on the basis of the prices quoted, capability and our past experience with that agency. Each specialist agency needs various services like water, power, use of scaffolding and cranes, labour accommodation etc, though the quantum varies from trade to trade. A percentage to cover the expenses incurred by the main contractor on these heads is added to the quoted rates of each specialist agency.

While the quotations are being obtained from specialist agencies, rate analysis of the in-house items is done. Simultaneously various documents and submittals as stipulated in the tender are taken in

#### THE PRE-BID MEETING

When a tender is being processed, various discrepancies, missing details and unclear or incomplete details are noticed. Besides, some of the techno-commercial conditions may be too stringent and not in line with the prevailing practice in the profession. All this needs to be taken up with the client, Most of the clients keep one or more pre-bid meetings where representatives of architects and consultants are also present. Bidders raise their queries in this meeting. Where possible, queries are answered in the pre-bid meeting. Sometimes, it is not possible for the client to answer queries immediately, but answers are incorporated in the minutes of the pre-bid meeting which clients send to all the bidders.

If these minutes contain points which pertain to the specialist agencies from whom quotations have been sought, then relevant pages of minutes of the pre-bid meeting are sent to them also so that they can quote accordingly.

There is a popular notion in the minds of clients, architects etc. that tendering departments have everything ready and therefore by implication should be capable of submitting a completed tender in a Jiffy. Nothing could be farther from the truth, because we are in a league where no two tenders are alike. While a great deal of legacy data and documentation has been accumulated, it has to be customised to suit the project at hand. Besides, a great deal of rate analysis and documentation has to be created afresh. Unfortunately, in recent years, the tendency of the clients is to give less and less time for submission and demand more and more information and documentation.

When the cost of outsourced specialist items and the items executed in-house is ready, the cost of preliminaries has to be added which includes but not limited to the following:

- →Enabling works like site office, stores, workshop, client's office, laboratory etc.
- Approach roads, haul roads on site etc.
- Accommodation for labour and staff Provision of water, power, telephone line etc.
- Shifting of Plant & Machinery released from other sites Local transport
- Statutory and local formalities for the site establishment
- → Recurring expenditure of the site establishment like cost of water and power consumed, telephone bills, salaries,

stationery etc.

- Cost of fuel, spare parts and maintenance for plant & machinery and vehicles
- Estimated increase in cost due to normal inflation if the tender does not provide for a reasonable and fair price variation formula.

#### THE FINAL CALL

When the basic cost is ready in this manner, it is time to decide the rates to be entered in the tender. For this, we have to add a mark-up on the rates to cover head office overheads and profit. While each company has its own policy in this respect, the percentage of markup is influenced by several factors as given below:

Size, nature and location of the project

The commercial and techno-commercial conditions that will affect the cost

Cost of working capital that will be needed for the project

The degree of clarity about the scope of work as could be understood from the BoQ and specifications

Uncertainties and imponderables in the project to the extent it could be surmised from the tender documents and by making inquiries in the profession / project location

Keenness of a bidder to secure a particular project

#### THE INESCAPABLE GRIND

Once the rates are finalised, they are entered in the BoQ given in the tender document both in figures and words. Section totals, summary and the grand total are also entered in figures and words.

All the tender documents set out in great detail as to how the tender is to be filled, sealed, labelled and delivered. In the entire tendering process all these requirements are fulfilled painstakingly and carefully to ensure that no errors and omissions occur. One cannot afford to lower one's quard in this respect because an error or omission will make the tender liable for rejection. To top it all, this work is to be completed by the date stipulated for submission. This puts severe and incessant pressure on the tendering department as a number of tenders are in various stages of processing at any point of time.

#### THE WAITING GAME

In case of Public bodies and aided institutions, tenders are opened in the presence of tenderers, whereas, in case of private entities, the tenders are not opened in the presence of tenderers and one cannot judge where one stands in comparison with one's competitors.

Further, in case of Public bodies, the contract goes to the lowest tenderer as per the government policy. Therefore, as soon as the tenders are opened, it is public knowledge as to who will get the contract subject of course to arithmetic check; whereas in private bodies, one has to wait and in case the client calls for further talks, play the bargain game or else wait till the earnest money deposit is

Tendering function entails hard work and uncompromising attention to accuracy coupled with high levels of anxiety because one has to grapple with deadline after deadline. By the time a deadline is met, another one looms large.







We at BEB have also celebrated this safety day at our project sites to create awareness and enthusiasm amongst our employees

# 'Safety Day' celebration

# at site 'Antilia'

As part of the Safety Week, Safety Day was celebrated at Site 'Antilia' at noon on 8th March 2008.

The function was presided over by the Site Incharge Mr Anilkumar (REAL) and the Safety Staff & Security Incharge Mr Kamalesh Kumar (REAL) as Chief Guest. Around 500 workers gathered at the site and pledged to adhere to the prescribed norms for their SAFETY.

Our Project Manager Mr D.J. Pandya made the workers aware that adhering strictly to the safety norms was important not only for their safety but also for the security of their family members who were dependant on them. Therefore there should be no slackness as regards to safety at any stage of work.

Mr Andrew Thomas. Safety Incharge REAL appealed to the workers to be always alert where safety is concerned and Mr Kamalesh Kumar (REAL) emphasized on the proper and timely use of their PPE (Personal Protective Equipments). The Safety Officer of BEB Mr Madhay Bapat praised the workers for regularly maintaining safety at site and said that we can only guide workers but they have to follow the safety norms correctly.

A demonstration on 'First Aid' was given by the First Aid Team lead by Mr Wellington Vaz -Foreman, who had undergone training recently at St. John Ambulance.

Prizes were then distributed to the deserving staff and workers, followed by light refreshments and the celebration ended with a vote of thanks by Mr Sridhar Ghasti our Quality Engineer.

On 10th March 2008, a fire fighting demonstration was given by Mr Andrew Thomas, Safety Incharge (REAL) and Mr Raiesh Kambale Safety Officer (REAL). Mr Harshal Hirde our Sr Manager - Safety, was also present. The workers were made aware of the different type of extinguishers available and their uses and also gave useful tips on risk operation. Mr Madhay Bapat, Safety Officer (BEB) explained to the chemistry of fire, to all those present COUNCIL

### 'Safety Day' celebration

'Safety Day' celebration

at site Lodha 'Bellissimo' Mumbai

at site 'Brigade Gateway' Bangalore



# Personal Tax Planning (Project Monitoring Cell)

## for the Financial Year 2008 - 09

It would be more appropriate to start your tax A deduction of upto Rs 15,000/- paid as assessee, the assessee's spouse and planning by the beginning of the new financial premium with respect to medical insurance for year rather than wait until the last few months and finally be disappointed when the tax is already deducted from your salary.

Through an article titled "Personal Tax Planning" published In BEB Newsletter Issue 8 of January 2008, you were informed of the different types of allowances that formed part of your salary structure and the exemptions available.

The Union Budget 2008-09 has widened the basket of investments to be considered u/s

The maximum investment of Rs 1,00,000/permissible has remained unchanged

Investment in Senior Citizen Saving Scheme 2004 & 5 Year Term Deposits under the Post Office Term Deposit Rules 2004 will be eligible for the deduction u/s 80C, with an overall ceiling of Rs. 1.00.000/-.

Increase in the limit of deduction relating to medical insurance premium (u/s 80D)

Additional deduction of upto Rs.15,000/- will be allowed for premium paid by an individual (through any mode other than cash) for medical insurance premium of parents (whether dependent or not).

In cases where either of the parent is a senior citizen, an additional deduction of upto Rs.20,000/- would be allowed.

#### **CALCULATE YOUR TAX**

#### Tax Slabs

(W.e.f. Assessement Years: 2009 - 2010)

For individual assessee

Assessee Limit (in Rupees)

(Age below 65 years): 1,80,000/-

(Age below 65 years): 1,50,000/-

(Age 65 years or more): 2,25,000/-

#### Tax Rates (in Rupees)

(W.e.f. Assessement Years: 2009 - 2010)

For individual assessee

Income range	Rate of Tax	Education cess
From 1,50,001/- upto 3,00,000/-	10%	3% of Income tax
From 3,00,000/- upto 5,00,000/-	20%	3% of Income tax
Above 5,00,000/-	30%	3% of Income tax

dependent children continues.

Surcharge: If net taxable income earned during the year exceeds Rs10,00,000/- (Ten Lakhs) a surcharge of 10% is leviable on Income tax. Thus any one whose total income

(30+10% = 33 + 3% = 33.99%)

Short Term Capital Gains (STCG) & related amendments:

STCG arises when equity shares or units of equity oriented funds are transferred by the assessee within a period of less than 12

The rate of tax on STCG has been revised as

Particulars	A. Year 2008-09	A. Year 2009-10
STGC u/s 111A & 115AD	10%	15%

#### **DISCLOSURE OF INVESTMENT DETAILS TO EMPLOYER**

It is necessary for the employees to give their estimated investment details at the beginning of the new financial year (on or before 15th April) and documentary proof latest by 1st week of February.

### International Conference on Sustainable Concrete Construction

Ratnagiri, Maharashtra (8th - 10th February '08)

D R Navak. (Asst. General Manager - Technical & Marketing)

The India Chapter of American Concrete Institute had organized an 'International Conference on Sustainable Concrete Construction' from 8th to 10th February, 2008 at Ratnagiri, Maharashtra as a part of the 'Centenary Celebration' of The Institution of Structural Engineers', (UK).

Our Company was one of the major sponsors of the event and sent a team of three delegates comprising of Mr. Pankaj Patil (Planet Godrej Site), Mr. Vinay Mistry (Orchid Ozone Site) and myself

theme in 9 technical sessions by experts from various segments of civil made by us highlighting our achievements as well as our contribution to engineering including academia. Quite a number of papers dealt with the cause of sustainability by improving business efficiency using an partial replacement of cement by using industrial waste materials like fly advanced ERP software, introduction of innovative pre-engineered ash, micro silica, silica fume, rice husk ash and properties and behaviour aluminium formwork system in India, efficient planning of construction of concrete produced by using such blends. Some of the papers dealt with operations which reduces waste, adoption of precasting where possible alternatives to stone aggregate using palm kernel shells, cold bonded fly and heritage conservation. The audience response during and after the ash aggregate, municipal solid waste, used glass bottles, discarded presentation was overwhelming. In particular, our success in heritage rubber tyres, debris from demolitions and the like. There were papers conservation in Petit Tower and NCPA projects was highly appreciated by dealing with such diverse topics as mineral admixtures, flat steel fibre the delegates.



Memento presented to RFR at the Conference

BEB presentation in progress at the Conference

reinforcement, brick making using different industrial wastes, fly ash based geo-polymer composites, etc.

A large number of papers were presented relevant to the conference At the end of the first technical session, a 20-minute presentation was

# Mumbai, Pune, Bangalore, Hyderabad, Chennai, U.P.

#### Project Update S. N. Bhat, Vice President- 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

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

'Ashok Towers' at Parel, Mumbai - 3 towers with ground + 30 floors and 1 tower with ground + 51 floors and 3 levels of podium

'Planet Godrej' at Byculla, Mumbai - 5 towers with part podium, 48 + 3 floors

'Ashford' at Lower Parel, Mumbai -2 towers with 23 floors each, 2 level parking and an in-house amphitheatre

'Lodha Grandeur' at Parel, Mumbai - basement, ground + 27 floors

'Regency Park Tower' at Thane - stilt + 23 floors

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

'Mantri Green' at Sampige Road, Bangalore - 4 towers with ground + 16 floors, 2 level penthouses with 4 basement each

'Concorde Manhattan' at Doddathoguru village, Bangalore - 5 towers with double basement, ground + 14 floors

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

#### CORPORATE

'Godrej Eternia' at Shivajinagar, Pune - stilt + 10

'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

#### UTILITY

'Orchid Ozone' Mall at Dahisar, Mumbai - with double basement, ground + 2 floors

'Amonara' 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 + 6 floors

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



Mantri Green' at Bangalore



'Mahindra Splendour' at Bhandup



'Concorde Manhattan' at Bangalore



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