

Bajaj Electricals.....Illuminating India's path to Glory



SPECIAL PROJECTS

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- Sports Lighting
- Airports, Docks and Railway Yard Lighting
- Monument Lighting
- Fibre Optic Lighting
- Energy Management Systems
- Son-et-lumiere Projects
- Annual Maintenance Contracts
- Power Distribution



HIGHMAST LIGHTING & STREET LIGHTING

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- Highmast For Signages
- Highmast For Telecom Application
- Mobile Mast
- Street Lighting with Bajaj "Smart Poles" and decorative brackets
- Cast Iron Poles
- Highway Crash Guards



TRANSMISSION LINE TOWERS

- Supply of Transmission Line Towers
- EPC Contract for 110KV/ 220KV/ 400KV Transmission Lines
- Telecom Towers
- Substation Structures
- Monopole based Transmission line Towers

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EPisodes

House Journal of E&P BU | Issue 3 ■ Jul-Sep 2010

INDIA GLOWING

 **Bajaj Electricals Ltd.**
Inspiring Trust



Dear EPDians,

It gives me immense pleasure to be a part of 'EPD' and I'm very happy to reach out to all "EPDians" through our house magazine. As an 'EPDian', I have seen stupendous growth of this organization very closely and always felt proud to be a part of it.

While meeting increasing demands of the market, 'We' at Ranjangaon Unit see and experience every day as a challenging day. That is why it makes it possible to face challenges like manufacturing a 63 mtr. high, 'tallest' flag mast in record time and ensuring products made at Ranjangaon are featured in the Limca Books of Records.

'We' also strongly believe in consistency in our thoughts and deeds, which consistently makes us fulfill market demands in supplying products like the biggest towers, such as the 90MT for Almatti or huge stadium masts for Wankhede Stadium in record time.

Since the 'SPEED' at which we do things is always crucial in maintaining the market, we have expanded our pole manufacturing capacity, and even critical activities like changing galva kettle were meticulously planned and executed well before the schedule. We have also achieved ISO: 18001:2007 OHSAS certification in six months' time.

Considering the high cost involved in longer waiting time of finished products within the plant, we are considering 'ON LINE DISPATCHES' and dream of making this possible with the support of all 'EPDians'.

From a manufacturing point of view, to achieve the targeted growth of 'EPD', Ranjangaon Unit firmly believes that we should talk in terms of 'TACT' i. e. 'TIME AVAILABLE FOR CYCLIC TURN'.

We look forward to the co-operation and positive support from each one of you to help us achieve our contribution in making 'EPD' and the organization grow.

On behalf of Ranjangaon team, I wish you and your family a happy, successful and peaceful year.

Warm Regards,

Jayant K. Deshmukh
Senior General Manager (Operations) & Head Units



Dear Friends,

Welcome to the season of appraisals. By the time this issue of Episodes is published, the appraisal process will be at its peak. One may be anxious to know the outcome and awaiting D-day.

Some of us may have been suffering from football fever and finding it very hard to come to the office in time after watching matches early into the morning and cheering their favourite heroes – Messi, Kaka, Torres, Robben, Drogba, Ronaldo... So, we are all occupied with lots of anxieties.

However, EPDians are not a worried lot. They come out with flying colours every time and this session will also not be a disappointing one. I am sure everyone will have enough reasons to celebrate. Episodes has become a great success, but we expect a lot more contribution from everybody, sharing their experience. The little ones in our families also need to participate by contributing short poems, short stories, drawings, etc, which will enlighten us as well as motivate them further in creative pursuits.

Let me also enlighten you about some success stories of Special Projects. You are aware that Special Projects is one of the leaders in power plant lighting as well as sports lighting. However, the volume of business was not meeting expectations, we were looking for opportunities and it came in the name of 'Rajiv Gandhi Grameen Vidutikaran Yojna (RGGVY)' programme of the Government of India – a venture that provides electric connections to millions of BPL households. This programme provides us not only with a business opportunity but also with a noble cause. Though, we were late, we grabbed whatever possible. We succeeded in bagging orders, project execution and brightening the faces of thousands. It might not have given us the desired profit, yet importantly, the reward was bringing brightness and happiness to deprived classes of society.

We now march towards another infrastructure development programme – APDRP-2 of the Government of India.

Wishing you a very happy and satisfying return of your performance.

Alok Dube
Vice President & Head (Spl. Projects)
Engineering & Projects BU

FROM THE EDITOR'S DESK

Three issues old already! How time flies!

As the Editorial Team brainstormed over what the theme should be for this latest issue, lots of credible options popped up. The Commonwealth Games – for the preparation of which we are playing a role, through signage, stadium illumination, street lighting of Delhi's roads – was an option. Or we could retrospect on the financial year gone by, which again has been a good one for us.

Then it struck us that this issue overlaps August, during which India celebrates her 63rd Independence Day. As we all know, despite all the urban progress and modernisation, India still lives in her villages. Sadly, for a large percentage of our compatriots, a basic necessity like electricity is still a distant dream.

The bright spot is that E&P BU is involved in a big way in changing this. Having already executed a few rural electrification projects, and in the process of implementing several more, our company is truly throwing its weight behind the mission of *Electricity for all*.

On a global scale, the numbers are staggering. More than 50% of the world's population lives in darkness. In India, the lives of some 400 mn people simply shuts down after twilight. All because they are not connected to the power grid.

In line with the Government's 10th and 11th Plans, E&P BU has lit up hundreds of villages and lakhs of households. When we thought about it, it all blended very well. On the issue that overlaps Independence Day, it made perfect sense to showcase the efforts of Bajaj Electricals E&P BU as it endeavours to enlighten Indians and empower India.

E&P BU's ambitious rural electrification projects therefore become our cover story.

For you our colleagues and readers, this issue also carries some fantastic news. You can win something as exciting as a **Oven-Toaster-Griller** by participating in our contest features. Toasters and Hand Blenders are also amongst the prizes waiting to be won. Surely, that's big enough incentive to get your grey cells working and rushing in your entries.

As always, we exhort you to send in contributions – articles, family events / achievements, jokes, features... every published contribution will get due credits.

Finally, we wish you a Happy Independence Day in advance.

Jai Hind!

Editorial Team



Transform or Perish

Everything changes! Species evolve, history unfolds, human capabilities have reached astronomic levels... Change affects business too. Possibly, more than anything else. Because, in the world of business, the rate of change can be phenomenal. A week can be a lifetime in business – as events of recent fiscals have proved. The world faced an unprecedented economic crisis. Some of the leading economies have still not recovered. Doomsday prophets warn of further mayhem...

What lesson is to be learnt from all this? Quite simply, no individual or corporation can afford to be complacent. As in evolution, so also in business – only the fittest survive!

It is what lead E&P BU to introspect upon what its latest motto should be. It was all summarised in the theme of the Planning Meet held in April. One that sought to identify major challenges and threats; overcome these and formulate growth strategies; and most importantly, transform ourselves to enable movement to the next level.

The soul of this introspection was captured by the motto for the ensuing fiscal: *Transform 2010!* During the Planning Meet, EP, Mr. Lalit Mehta presented an exhaustive analysis and action plan that virtually provides the fuel for *Transform 2010*. The essence of which has been captured below...



Sizing up the challenges

Three levels of challenges confront us at any given moment: Corporate, external and internal.

From an E&P BU perspective with relation to Bajaj Electricals, 33% of the company's turnover and profits hinges on our

performance. Because of our past achievements and consistent growth, the expectations are sky-high. Everything we do is under scrutiny – from management, stakeholders and media.

External challenges are just as merciless. Competition is intensifying and new entrants are positioning themselves aggressively. Margins are under pressure due to several factors – manpower, raw material prices and project delays, which in turn have their own cause and effect.

There is pressure from internal factors as well. High working capital, declining profitability and a shrinking market share are bringing things to an inflection point.

It's time to make a change! It is time to transform!

None of which is to imply that E&P BU is in the throes of deceleration. On the contrary, we are ticking along nicely. In just seven years, we aim to zoom from Rs. 100 crore to Rs. 1000 crore. But as they say in disclaimer fashion – past performance is no guarantee of future results.

Indeed it is time to reinvent ourselves.

Revisiting priorities

The reasons are staring us in the face. At the core of the issue, our style of operations has remained unchanged over all these years. Strategies and mechanisms are not for posterity. They have to adapt to changing stimuli and evolve with the passage of time. An analysis has indicated that 50-60% of our time is spent on internal follow-up and ERP operations, leaving very little quality time for the marketplace – which, actually, is where our bottom line gets decided.

The bottom line is influenced by a variety of factors... interest cost, the quantum of working capital that remains blocked, and our fixed and variable costs, amongst others. These are in turn linked to project execution capabilities and customer satisfaction which are in our control and, increasing competition, over which we have no control.

Action plan for change

There are lots of things we can, and must, do to retain our advantage and in fact conquer greater market territory. Much of this begins with a satisfied customer. Some call it percentage play – focus on having happy and satisfied customers rather than a large number of dissatisfied ones who now have a greater choice. In business, there are few things as damaging as renegeing on deadlines. Therefore, orders should be accepted with realistic and logical delivery periods.

The lack of a wider range of modern luminaires is also turning out to be a big constraint in our business. We are perhaps best placed to control this – simply by working

When it comes to contractors, giving credit is against company policy. Finally, we should move towards higher turnkey jobs for greater value addition.

Holistic transformation

Transform 2010 is holistic in its approach. It also recommends changes at Ranjangaon and Chakan. Small changes in systems can go a long way in maximising efficiency. For example, despatching full sets of accessories in billable and erectable lots; and, co-ordinating despatches from Ranjangaon and Chakan so as to reach the client site within optimal time of each other. A strong pedigree of personnel should be nurtured across functions – execution team, engineers and support staff.



closely with our own Luminaires BU to improve, especially, the street light range and aesthetic appeal. We have to maintain the levels of excellence we have come to be associated with. In terms of both quality and price.

We must take the competition head-on. With such a head start over most competitors, the last thing we need is to be defensive. Especially when some new entrants haven't even commissioned their plants. Just by leveraging our strengths and technical competencies, we can stay streets ahead.

Inventory management is another pivot point for transformation. To avoid inventory pile-up, clearances from Ranjangaon should be quicker. Correspondingly, adequate inventory of foundation bolts should be maintained at Chakan and the branches. Inventory planning should also cover miscellaneous items.

The culture of transformation should percolate right across the system. Restructuring must unfold at HO as well. A dedicated execution monitoring cell could co-ordinate the entire time cycle of a project – from fulfilment of contractual liabilities to quality to customer satisfaction. Another dedicated cell could handle all the billing, collection, statutory compliances and outstandings.

A strong emphasis should be placed on marketing activities. Because a healthy order book will ensure manufacturing facilities operate at full capacity, which in turn achieves economies of scale.

Transform 2010 is a blueprint for change... a roadmap that will ensure that E&P BU continues to provide leadership numbers in the balance sheet of Bajaj Electricals. We have delivered before. But to keep delivering, we will have to reinvent ourselves.

Power Shifts

The world runs on electricity. From the simplest of tasks inside the home to the most advanced gadgetry in the most sophisticated manufacturing facilities... it all needs power to run.

Life without electricity would be unthinkable – at least in this day and age. A simple application like switching on a light bulb would be rendered non-existent without electricity. Which means, life would come to a standstill after sunset. The absence of electricity would severely limit the quality of our lives. No conveniences to make things easier, no entertainment like TV... come to think of it, *no nothing!* Because, to make most of the things that make our lives better and easier, it requires electricity.

THE HISTORY OF ELECTRICITY

While, thanks to phenomena such as lightning and electric ray fish, humankind had some vague idea of the concept of electricity for centuries, the first attempts to actually harness it to run our world metamorphosed around the 17th century. Around 1600 AD, English Physicist William Gilbert studied the phenomenon intensely and even coined the word *electricus*.

About a century and a half later, Benjamin Franklin conducted his legendary experiment of attaching a key to a kite string. By 1800, Alessandro Volta's voltaic pile became the world's first source of harnessed electricity – a battery as we call it today. Then after Michael Faraday invented the electric motor, a series of scientists and inventors like Thomas Edison, Ernst Werner Von Siemens and Alexander Graham Bell, exploited electricity to create applications and gadgets that would drive the Industrial Revolution and pave the way for the quality of life we live today.

ENTER TRANSMISSION LINES

With electricity now harnessed, the task lay in transmitting this electricity to its locations of need – homes, factories, offices... everywhere in fact. The concept of the transmission line thus came into existence.

A transmission or power line is a huge length of line suspended between a series of towers or poles, or routed underground. As



air is a medium of insulation, overhead power lines are generally the most economic system of transmitting large quantities of electric power.

The lines have to be so installed that they have sufficient clearance from the ground and hence eliminate the possibility of dangerous contact. Hence, they are strung between towers, which may be made from wood, steel, concrete, aluminium or even reinforced plastics.

TYPES OF TRANSMISSION LINES

Power transmission lines are classified by their voltage range – from low voltage lines (less than 1000V) to ultra high voltage (greater than 800kV). It is high voltage transmission lines that are employed to transmit

electricity over large distances. Generally in the range of 138-765kV, they are made from copper or aluminium.

The towers holding these lines have to be structured accordingly. Depending on the type of line, these towers may be simple wood poles driven directly into the earth or complex lattice-type steel towers and pylons. Tubular steel poles are popular in urban areas, while aluminium towers or concrete poles are often used in remote locations.

A large project may incorporate



different types of towers as some may be more suited for turning the line through an angle, terminating it, or routing it across roads and river crossings.

TLT – IN A LEAGUE OF ITS OWN

Thanks to E&P's TLT division, Bajaj Electricals boasts of one of the finest tower manufacturing facilities in the country. This division is certified ISO 14001 and ISO 9001 and has been approved by reputed PSUs, Electricity Boards and leading players from telecom, transportation, engineering and power generation. TLT's current manufacturing capacity of transmission line structures exceeds 30,000 MT per annum.

TLT division has executed many prestigious orders over the years. These include PGCIL / Ramagundam Stage III, involving an installed length of 650 kms and a total tonnage of 26,000 MT. Several turnkey projects from survey to commissioning have also been completed. The 400kV Multi-circuit Transmission Line at Vijayawada for



Transmission Corporation of Andhra Pradesh is one of the showcase projects.

FROM CONCEPT TO COMMISSIONING

Typically, a turnkey project begins with a detailed route survey. Once the route profile is established, fabrication and galvanising happen and the towers are then moved to the site along with other line material like conductors and fittings, all of which are tested. Construction follows – not as simplistic as it sounds, because different topographical conditions require different kinds of foundation. Erection happens next, followed by stringing of the line, testing and finally commissioning.

Transmission towers have to be designed to withstand the onslaught of the elements. For example, the towers erected by TLT division for BSNL across three states had to consider wind speeds of up to 180 kmph as part of the criteria.

Always on the cutting edge of technology, the TLT Group became the first company in India to foray into Monopole-based Transmission Lines. These smart and

modern structures do away with space consuming lattice concepts and involve just a single vertical pole. Especially in urban areas where real estate is a priceless commodity, this innovation is catching on in popularity.

If electricity has come a long way – literally and historically – it is thanks to transmission towers. We are proud to be in a line of business that has contributed very significantly to the progress of humanity.

THE TLT REPORT CARD

TLT highlights over the years

A summary of major orders executed and the corresponding value.

	Major Orders (MT)	Project Value (Rs. Cr.)
FY 04-05	27,324	162.84
FY 06-07	40,080	219.90
FY 07-08	22,562	157.38
FY 08-09	25,500	151.36



Bajaj goes Greener



In line with World Environment Day which was celebrated on 5th June 2010, PM Parivar at Ranjangaon & Mumbai reiterated their commitments to a 'Pollution-free world' by dedicating the day to green activities.

At Ranjangaon the program started at 4 p.m. with the second phase plantation of coconut saplings, initiated by Mr. Jayant Deshmukh, SGM (RU) and Mr. Anil Tomar, AGM (Comm.) and carried forward by the RU Management Team amongst others. About 40 coconut saplings were planted on this occasion. Mr. Deshmukh and Mr. Tomar appreciated the efforts of PM Parivar at Ranjangaon in actually making environment initiatives a target. Following the plantation activity, a newly developed nursery for indoor plants was inaugurated by Mr. Arun Pardhi, Head HR&A. He contended that the concept of a nursery for indoor plants would provide more oxygen in office.

In Mumbai, Mrs. Kiran Bajaj with her daughter-in-law Mrs. Pooja Bajaj joined the celebration held at Reay Road. Program started at 9.30 a.m. with sales of plants, sale of stationery, screening of AV on Pollution & its effect followed by a short speech by Mrs. Bajaj, which was arranged by Praful Phadke & his team. Mrs. Bajaj visited Reay Road station to observe the landscape developed in Platform no.2.



The day is a manifestation of Bajaj's target of increasing green cover at offices and factories as well the horticulture action plan for 2010-11. It was heartening to see the enthusiasm with which the entire parivar responded.

FUTURE GAZING



E&P BU Planning Meet 2010-11 held in New Delhi from 18th to 21st April, 2010.



Taking Elegance into the Outdoors

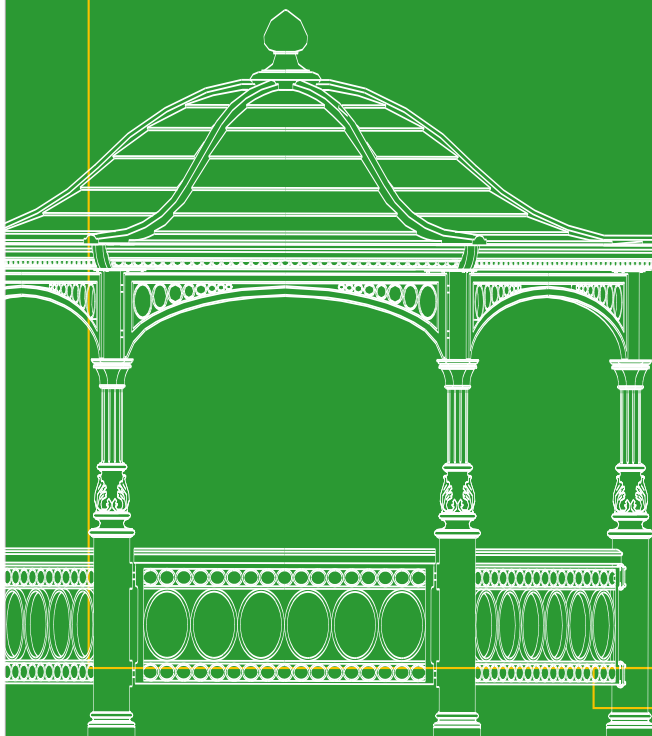
POLYSTEEL PERGOLA - GAZEBO

In the last issue we explored the world of Polysteel. Taking off from there, we shall now investigate a few more applications of this new wonder material...

Polysteel is the ideal constructing material for Pergolas and Gazebos. These decorative garden features with utility value, form shaded areas for people to relax or walk through; or they may even extend from doorways or link structures. However, from the context of this article, we will focus on standalone pergolas and gazebos that add delightful quaintness and aesthetics to gardens, pathways, terraces and swimming pool areas.

Polysteel Pergolas and Gazebos fit into E&P BU's pursuit of innovative ideas that will expand its product portfolio. Made from marine quality composite over hot dip galvanised steel framing, they are individually handcrafted and are excellent substitutes for steel and cast iron, and virtually maintenance-free.

Lightweight, all-weather proof, durable and easy to install, they also retain their colour and appearance for years. They are a rare



combination of ruggedness and beauty. Polysteel Pergolas and Gazebos are catching the fancy of people across USA, Europe and the Middle East.

Innovation at work

E&P BU has innovated on design and application as well. Aesthetic and varied, its designs replicate auras from different periods of the past. From its Gazebo showcase, *Victorian Square*, for example, harks back to 19th Century England under the rule of Queen Victoria. *Singer Island Gazebo* and *Florentine* recapture elegance from Renaissance art and architecture.

Victorian, again, is another time machine that transports you back to 19th Century England and North America. Going further back in time, *Georgian* recreates the romance of the 18th Century, while *Classic* and *Peach Tree* strike the perfect balance between traditional and contemporary.

E&P BU's gazebos are designed to transform the environment they are set into. Available in a variety of colour shades, they are UV stabilised and hence can withstand the wrath of the elements, season after season. Design for design and size for size, they are about half the weight of gazebos crafted from conventional material.

The same goes for E&P BU's Pergolas. Each creating their own ambience... *Monterey* and *Parisian Arbor* are captivatingly classic; *Harlem* infuses a delightful touch of rustic mountain living; *Reviera* and *Lodge* are simplistically elegant; while, *Timberlake* and *Vinyard* are creatively contemporary, designed as they are to function as Outdoor Bars.

Besides Pergolas and Gazebos, E&P BU also crafts stylish garden benches. This foray into lifestyle Polysteel products is adding another dimension to the company's expanding showcase.

INDIA Glowing

It's a great time to be Indian! Amidst widespread economic gloom that gripped the world over the past two years, India was one of those rare economies that remained largely insulated from the unprecedented meltdown. India paused, but did not stop. And now, with things turning around, the future for the country looks brighter than ever.

GDP growth estimates for the ongoing fiscal are being pegged at 8.5%, India Inc is expected to return better results and Indians at large are set to enjoy larger disposable incomes and improved lifestyles.

Yet, that is only half the picture. Because while affluence and better times sweep across developed India, her rural hinterlands still reel under a cloak of darkness – literally!

Lighting a Candle

Electricity is one of the most basic needs of humankind. Without it, households, farms and every other economic activity, grind to a halt after sunset. On a global scale it is estimated that over 3.6 bn people have no access to electricity. In India, this figure is pegged at 400 mn – or about a third of the population.

Despite all the advances, progress and infrastructure in the developed parts of the country, one thing remains true: India still lives in her villages... but, her villages live in darkness!

To correct the anomaly, the Government launched an ambitious scheme at an outlay of Rs. 28000 crore, to ensure electricity for all during the 10th and ongoing 11th plan. Many villages are already lit up, and execution is underway for the remainder.

Dispelling the darkness

It is a matter of immense pride that we at Bajaj Electricals are playing a big role in making this mission a reality. During the 10th Plan, we had completed rural electrification projects in Champa district of Chattisgarh, lighting up the lives of 39,365 poor households.

But even those achievements will pale into insignificance in comparison to our activity during the current 11th plan. We are executing four large projects, cumulatively valued at Rs. 360 crore that will bring electricity to over six lakh households. The details are as follows:

Project	Cost	Households Covered
Murshidabad	Rs. 203 crore	4,65,000
Sambalpur	Rs. 72 crore	72,000
Raipur	Rs. 55 crore	70,000
Mahasamund	Rs. 30 crore	11,000

Special Projects has gained two more rural electrification project orders from the Madhya Pradesh Paschim Kshetra Vidyut Vitaran Company Limited. The order for the district of Anuppur cumulates to nearly Rs.26.60 crore and will light up the lives of 13,917 BPL families. The order for the district of Sidhi is nearly thrice as large at over Rs.75 crore and will come as a boon to 77,861 BPL families. A third order for 39,590 BPL connections in the district of Chhindwara is also expected from the same source.

Another project worth Rs. 195 crore is expected from the Madhya Pradesh Poorva Kshetra Vidyut Vitaran Company Limited, Jabalpur, which covers a further 1,65,000 households.



Men at work

With the equipment now at their behest, different gangs of skilled, experienced personnel now go about executing various tasks. One group will erect the poles and string them; another will erect transformers and switchgears; a third will install switchboards in households and connect them with distribution lines; while a fourth group will integrate the substation equipment.

Each of these four gangs works simultaneously to ensure that the project is completed in the shortest possible time. Again, in order to meet completion deadlines for larger projects, these are divided into several blocks and each treated as an individual project.

Once the basic infrastructure of a block or an entire village/region is installed, the associated distribution lines and transformers are tested by licensed engineers. If the results are satisfactory, the entire installation is commissioned and connected to the State grid.

A typical project lifecycle

The timeline for a rural electrification venture begins with a project report compiled by a State/Central Government utility. Based on the report, tenders are floated and the contract is awarded.

A detailed survey is then conducted, after which the final budget is established. The number of households covered under the project, the route of the line and the total power demand for each village ascertains the quantum and capacity of transformers, as also size of conductors and poles. The survey will also determine which manufacturers the material should be sourced from. Designs and drawings are then prepared and approved. The execution now begins...

The requisite material is supplied to the works site. First the individual distributor lines are connected to the main substation, which is designed on the basis of total load requirement. In the end, the main substation is connected to the state's main transmission grid.

Generally, the primary equipment required for a rural electrification project comprises poles, conductors, steel fabricated items and insulators, power and distribution transformers, high and low voltage switchgears and switchboards for each household.

A brighter future

Following commissioning, an inspection audit is conducted and any defects are identified and rectified. Drawings of the project are prepared and handed over to the end users, along with a project completion report. This is crucial for future operation and maintenance of the project.

The village is now electrified and handed over; each of its inhabitants literally guaranteed a brighter future... children can now study beyond sunset, families can now be entertained through TV and radio, their daily routines made easier through utilities and conveniences, and their farms made more productive through modern techniques.

In general, a typical rural electrification project takes about 24 months to complete.

In every sense, we at Bajaj Electricals are playing a pivotal role in the future of India and its citizens.



GRP Poles with decorative bracket and fittings, installed at Kappad Beach, Calicut Distt.



Erection of 72 mtr Highmast with the help of Derrick arrangement due to acute space constraints at Wankhede Cricket Stadium, Mumbai for the World Cup, 2011.



2 nos. Umbrella masts installed by Chennai Corporation towards Perumbur Rail Over Bridge

PICTURE PERFECT



Installation of GRP Poles in Red, Yellow & Blue colours at Gujarat Industrial Development Corporation, Vadodara



9 mtr Octagonal Pole with decorative bracket installed at Bellary City Corporation



Scaling New Peaks

In the current year, EPDians are estimated to chalk up sales of Rs.925 crore as indicated below. An added feature for this year's Highmast division budget is that Highmast – Street Lighting, FRP/CI budgets will be monitored and reviewed separately.

E&P BU exceeded its 2009-10 target of Rs.750 crore, finishing with sales of Rs.754 crore as detailed below:

2009-10 Achievement	Rs. in Crore
TLT Division	280
Highmast Division	193
Spl. Projects Division	274
Ranjangaon Misc. Sales	7
Total E&P BU	754

2010-11 Division-wise Target	Rs. in Crore
TLT Division	336
Highmast Division	254
Spl. Projects Division	335
Total E&P BU	925

Inauguration of Bandra-Worli Sea Link Bridge



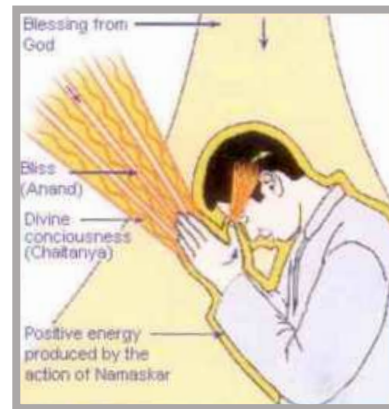
Bandra bound Carriageway opened on 30th June 2009
 Bridge Length: 5.6 Kms.
 11.48Mtrs. GRP Poles: 97 Nos.
 7.55 Mtrs. GRP Poles: 60 Nos.
 250W Momentum Fittings: 182 Nos.
 150W Momentum Fittings: 60 Nos.



Worli bound Carriageway opened on 24th March 2010
 Bridge Length: 4.75 Kms.
 11.48Mtrs. GRP Poles: 56 Nos.
 7.55 Mtrs. GRP Poles: 60 Nos.
 250W Momentum Fittings: 112 Nos.
 150W Momentum Fittings: 60 Nos.

namaskar

*Benefits and right way of doing – Namaskar...
Very informative..... Worth reading.....*



Origin and the meaning of the word 'NAMASKAR'

The word 'Namaskar' is derived from the root 'Namaha', which means paying obeisance (Namaskar) or salutation.

स्वायधिक ज्ञानस्य प्रतिबोधकः
अनुकूलो व्यापारः कियत् - न्यायशास्त्र
(Science of Justice)

From Science of Justice – 'Namaha' is a physical action expressing that 'you are superior to me in all qualities and in every way.'

WORDLY BENEFITS

By doing Namaskar to a deity or a Saint, unknowingly their virtues and capabilities are impressed upon our minds. Consequently we start emulating them, thus changing ourselves for the better.

SPIRITUAL BENEFITS

Increase in humility and reduction of ego / Enhancement in the spiritual emotion of surrender and gratitude / Gaining the Sattva component and faster spiritual progress. We receive the highest amount of Sattva component from the postures (mudra) of Namaskar. By doing Namaskar to Deities or Saints, we receive subtle frequencies emitted by them, e.g. frequencies of Sattva or Bliss.

What is correct method & science of doing Namaskar to God?

A. While paying obeisance to God, bring the palms together.

The fingers should be held loose (not straight or rigid) while joining the hands or palms.

The fingers should be kept close to each other without leaving any space between them.

The fingers should be kept away from the thumbs.

Inner portion of the palms should not touch each other and there should be some space between them.

Note: The stage of awaking of spiritual emotion (Bhav) is important to the seeker at the primary level. Hence, for awaking spiritual emotion (Bhav), he should keep space between joined hands, whereas a seeker who is at the advanced level should refrain from leaving such space in between the palms to awaken the unexpressed spiritual emotion (Bhav).

B. After joining the hands one should bow and bring the head forward.

C. While tilting the head forward, one should place the thumbs at the mid-brow region, i.e. at the point between the eyebrows and try to concentrate on the feet of Deity.

D. After that, instead of bringing the folded hands down immediately, they should be placed on the mid-chest region for a minute in such way that the wrists touch the chest; then only should the hands be brought down.

THAT ENERGY FIELD CAN BE CALLED GOD, SOUL, SPIRIT OR CONSCIOUSNESS.



WRONG NUMBER

A young businessman had just started his own firm. He rented a beautiful office and had it furnished with antiques. On the very first day, a man entered the office. Wishing to appear the hot shot, the businessman picked up the phone and started to pretend he had a big deal working.

He threw huge figures around and made giant commitments. Finally he hung up and asked the visitor, "Can I help you?"

The man said, "Yeah, I've come to activate your phone lines."



WORK VIRUS

There is a new virus going around, called 'work'. If you receive any sort of 'work' at all, whether via email, internet or simply handed to you by a colleague...DO NOT OPEN IT.

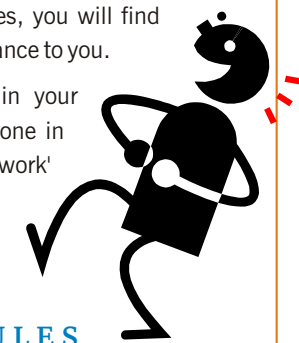
Work has been circulating around our building for months and those who have been tempted to open 'work' or even look at 'work' have found that their social life is deleted and their brain ceases to function properly.

If you do encounter 'work' via email or are faced with any 'work' at all, then to purge the virus, send an email to your boss with the words 'Sorry...I'm off to the pub'. The 'work' should automatically be deleted from your brain.

If you receive 'work' in paper-document form, simply lift the document and drag the 'work' to your garbage can. Put on your coat and skip to the nearest bar with two friends and order three pints of beer.

After repeating this action 14 times, you will find that 'work' will no longer be of any relevance to you.

Send this message to everyone in your address book. If you do not have anyone in your address book, then I'm afraid the 'work' virus has already corrupted your life.



GHOST IN THE MACHINE

A young executive was leaving the office late one evening when he found the CEO standing in front of a shredder with a piece of paper in his hand.

"Listen," said the CEO, "this is a very sensitive and important document here, and my secretary has gone for the night. Can you make this thing work?"

"Certainly," said the young executive. He turned the machine on, inserted the paper, and pressed the start button.

"Excellent, excellent!" said the CEO as his paper disappeared inside the machine. "I just need one copy."

boss wants too much...

For thirty years, Johnson had arrived at work at 9 a.m. on the dot. He had never missed a day and was never late.

Consequently when, on one particular day, 9 a.m. passed without Johnson's arrival, it caused a sensation. All work ceased, and the boss himself, looking at his watch and muttering, came out into the corridor.

Finally, precisely at ten, Johnson showed up, clothes dusty and torn, his face scratched and bruised, his glasses bent. He limped painfully to the time clock, punched in, and said, aware that all eyes were upon him, "I tripped and rolled down two flights of stairs in the subway. Nearly killed myself"

And the boss said, "And to roll down two flights of stairs took you a whole hour?"

MEETING RULES FOR MANAGERS

Never arrive on time, or you will be stamped a beginner.

Don't say anything until the meeting is half over; this stamps you as being wise.

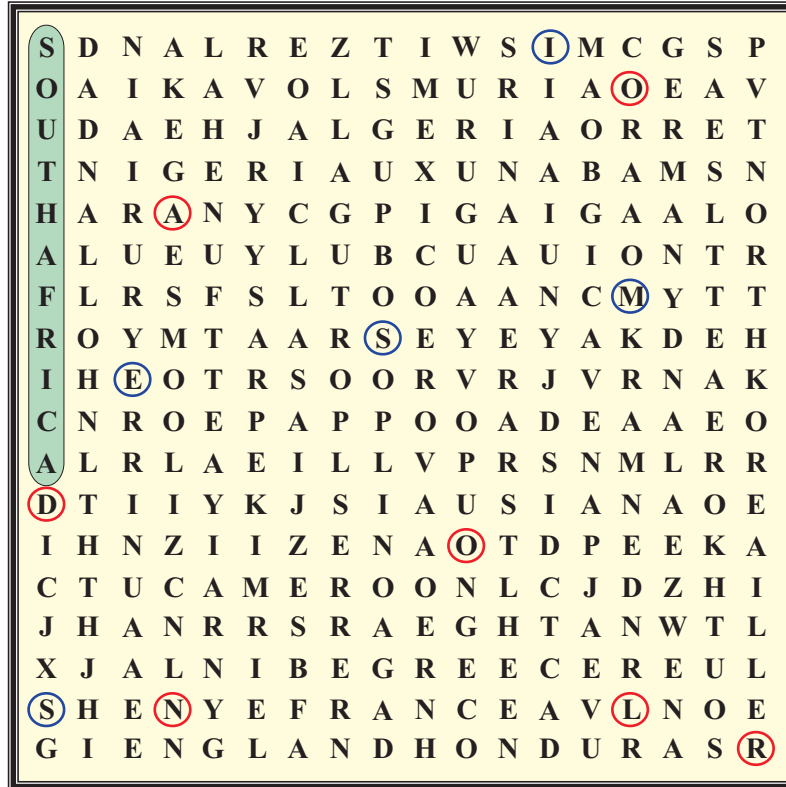
Be as vague as possible; this prevents irritating the others.

When in doubt, suggest that a subcommittee be appointed.

Be the first to move for adjournment; this will make you popular - it's what everyone is waiting for.



Just for Kicks



For this word grid the scope has been expanded from a Bajaj theme to something that recently riveted the world's attention. When this reaches you, the Football World Cup may just be over, but let's find out how much you were paying attention. Hidden in the adjacent grid are the names of all 32 countries that participated in World Cup 2010. They are placed horizontally, vertically, diagonally and even backwards and forwards – but each country in a single direction only. To help you out, the host country (South Africa) has been marked out. Similarly, circle out the other 31 countries. Individual letters have also been circled – in red and blue. Each colour group of circled letters unscrambles into the names of famous football stars. The red circles form one name and the blue form the other. So, circle out the 31 countries AND write down the unscrambled names of the two star footballers and mail your entry back to the editorial team. In case of no all-correct entries those that get the maximum right answers will be declared winners. Entry is open to all, not just EPDians only. Entries may be emailed to episodes@bajajelectricals.com or can be send to Editorial Team- EPisodes, Engineering & Projects BU, Reay Road, Mumbai to reach them latest by 15th August 2010. Two lucky winners will receive attractive gifts. Don't forget to fill in your personal details (whatever's applicable) on the coupon below and mail it along with the grid. Winners' names will be featured in the next issue of Episodes.

Name _____
Address _____
Designation _____
Branch Office _____
Contact No. _____
E-mail _____

ANNOUNCEMENT OF WINNERS (Issue I):

Hamara Bajaj Ms. Sharmila Shendge, Mrs. Neha Bomble from E&P - HO

Hocus-Focus Ms. Ankita Karegaonkar (D/o Raghav Karegaonkar - Ranjangaon)
Mr. Ramkewal Shukla, Rosa Site.

Contest



It's a photo op with a difference. This photo gives you an opportunity to win some prizes! A picture may paint a thousand words, but we're only asking you for 10-15. Suggest a creative caption to the adjacent snapshot, in not more than 15 words, and you could win yourself some cool freebies. Captions should be in English or Hindi only. Best three entries will win prizes. The key is to be as witty and creative as possible in your captions. You may send in as many entries as possible, but will be eligible to win only one prize. Entry is open to all, not just EPDians only. Entries may be emailed to episodes@bajajelectricals.com or can be send to Editorial Team-EPisodes, Engineering & Projects BU, Reay Road, Mumbai to reach them latest by 15th August 2010.

In all aspects, editorial team's decisions will be final and binding.

Photo Op

Congrats



Mr. K. N. Satyal at the 20 Km mark while running the Half marathon at the 2010 Mumbai Marathon.



Team led by Mr. Deepak Yadav (Project Engineer - Spl. Projects) at SMS Cricket Stadium, Jaipur during DLF-IPL matches, 2010.



Mr. Tulshiram Borade (Asst Manager - HM&SL) married Ketaki on 7th June, 2010.



Ms. Pratiksha G. Harpude (D/o of Gopinath Harpude - Ranjangaon Unit) scored 94.91% in SSC exams, 2010.



Master Saurabh M. Nagraj (S/o of Milind Nagraj - E&P, HO) scored 90% in SSC exams, 2010.

प्रथम वंदना श्री गजवदना
बिनती तोहरे चरणोंमे,
शुभारंभ है नये सालका,
हर्ष भरो हमरे मनमे ॥ १ ॥

व्यावसायिकता नही है केवल,
धैर्य - कार्यप्रणालि का,
सामाजिक और निती मुल्योंका,
प्रयोग हमारी विशेषता ॥ ३ ॥

परंपरा ये विश्वासकी,
अधिक अधिक हो वर्धमान
आयु: आरोग्य, यश, समृद्धि,
सौख्य मिले ये दे वरदान ॥ ५ ॥

बजाज उद्योग के सदस्य साथी,
करते है तव अर्चना,
Transformation के, नये ध्येय को,
शुभाषिषा दो, प्रार्थना ॥ २ ॥

भाषा की सेवा प्रसार है,
पुजा श्री सरस्वती देवी की (शब्दम)
पर्यावरण मित्र हम बनकर,
करते रक्षा प्रकृती की ॥ ४ ॥



Mr. Parful Phadke

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