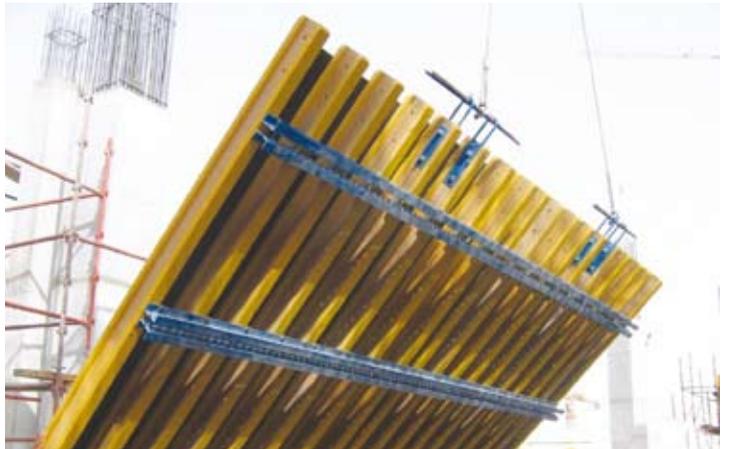


We expect to grow at least 30 per cent in FY 2014

Nav Nirman Formworks Systems Pvt. Ltd., established in 2003, is among the leading manufacturers of Formwork H Beam in India. The company delivers quality products to its clients from state-of-the-art facilities equipped with modern technologies. **BHARAT PATEL, DIRECTOR - SALES & MARKETING, NAV NIRMAN FORMWORK SYSTEMS PVT. LTD.** offered **CONSTRUCTION OPPORTUNITIES** an insight into the company's business and market prospects.



Tell us about the role played by your organisation in offering solutions in the scaffolding and formwork space. What are the various products and services offered by you and the advantages they offer clients vis a vis competitors?

Apart from being among the largest manufacturers and exporters of Formwork H-Beam in the country under a programme called SKD we also impart training to on-site workers intended to create awareness about the system and security measures. The H-Beam we manufacture has numerous advantages. It makes the section of "H" shaped concrete support into a structurally

strong and economical section, adding life and longevity due to its high timber strength. It also gives a perfect form finish and is devoid of bulging and distortion, light in weight and easy to handle.

Who are your main clients in the real estate space and how has the response been to the scaffolding and formwork assignments done by you?

We have been regularly associated with clients like Puravankara Projects, Gammon India, Pratibha Industries, Simplex Infrastructure and many more. With the help of our product our clients have been able to reduce the time taken to cast the structure and in the process also acquired a good concrete finish.

Could you name the important projects in which your organisation has offered support? Which are the big markets for formwork?

I would count the Bengaluru Metro rail project among the most prestigious projects we have been associated with. Our material has been used to build structures like columns and walls of the metro station. Considering the new government's emphasis laid on the infrastructure sector, we foresee the infrastructure segment to be one of the biggest markets for the formwork industry in the coming years.

What are the advantages of using system formwork vis-à-vis- traditional formwork?

Traditional shuttering has always posed a security threat and there were many unaddressed challenges in terms of casting time. With the advancement of technology and more global players entering India, formwork has seen a major shift in terms of construction quality. The time taken to cast a structure has drastically reduced by 150 per cent compared to the traditional shuttering. This has helped the contractors to complete the project before time, and in addition, get good quality of concrete finish.

Which are the important projects you are currently working on? Tell us about your company's performance in 2013 and your outlook for 2014.

At present, we are supplying our products to the Delhi Metro wherein the H-Beams are used in the wall and column structure for building the metro stations.

In FY 2013, we have seen a tremendous growth of 25 per cent y-o-y and have also added 12 new clients. Moving ahead, with the change in the Government and favourable policies towards the industry we are very optimistic and expect to grow at least 30 per cent in this financial year. ♦

