Dear Reader,

In Click’s last edition for the year, we have let curiosity get the better of us. What does the future hold for the ever-expanding metros? As land around us continues to be dotted with edifices, what will it be like to live in an Indian metro in a few years’ time?

We spoke to India’s most celebrated architect and clairvoyant of his field, Hafeez Contractor, who answered these questions. In the cover story, read his view on what lies ahead for construction and design. Further, as a flashback of a fruitful few months, we made a mark in Nepal, launched PVD-finish locks, and even tied up with the prestigious Kempegowda International Airport. All this and more ahead of you.

I hope your new year is full of opportunities and fulfilment. Most of all, I hope it inspires you. Best wishes,

Shyam Motwani  
Executive Vice President and Business Head

Out of the 1.2 billion people in our country, 75% of the population does not have proper houses. They live in dilapidated conditions. All of these people are going to need proper housing and thus, the focus is now on building homes. This need and market is an ocean of opportunity.

Soon, for every 100 sq ft of office space, there will need to be at least 500-1000 sq ft of residential space. With each passing day, spaces are getting smaller and more expensive. We cannot compromise on the essentials such as a six-foot bed, but we can definitely optimally and intelligently utilise the space at hand.

Since buyers spend all their money on purchasing a new house, fancy furnishing is expensive and unimaginable for them. What if we could supply them a bed in ₹500 or furnish their homes in ₹20,000? Residential furnishing is an oft-neglected area that now requires focused attention. Simplicity is the key to work with the shrinking spaces today.

Back in the day, one would simply move into a new house with furniture that was passed on from parents or relatives; this is not the case today given everyone’s growing aspirations. There is a need for a new outlook in manufacturing in this sphere. There will be no end to the scope in providing complete solutions for small flats (one or two bedrooms) that are cheap, yet functional.
**United we stand**

All eyes are on the ‘100 cities in India’ dream. Cities can be compared to infants. They cannot be left on their own to nurture themselves and survive, because then they are bound to perish and die. They also cannot be built overnight; it will take us years to build a fully functional and equipped city. However, we have centre points or ‘mothers’ for these infants in the form of existing metros.

We could engage the areas around a major city and make the entire geography a large metropolis. But if we start dissipating and developing our cities horizontally, we will be making a grave mistake. The way I see it, these ‘100 cities’ will not be sprawled or scattered around the country, but cluster around an equipped city or existing metro. The power of unity of space will work in the future. In this way, small towns and satellite cities will also be urbanised.

The future of India is the way the cities will be planned. Most importantly, the environment has to be accounted for in this endeavour. Land has to be conserved and for this, cities have to be developed vertically. They have to be condensed so that proper emphasis is paid to public transportation and infrastructure. For example: a large pipeline can be easily laid for 5 kms; however, it is difficult to lay a small pipeline for 50 kms. If we keep this in mind, we will take care of the world. But if we embark on the route to developing an automobile city, we will be making a blunder.

**Food for thought**

In Mumbai, people want to hold on to the memories of open spaces and uninterrupted sea views they may have enjoyed as children or youth. Since then, their bungalows may have been made into three- and then six-storey buildings, but when a 20-storey building is proposed, everyone objects in unison. Is that fair? When there was no objection while moving from a bungalow to a few storeyed building, should there be an objection now? How are we going to live in a city if we don’t understand this?

India is going to touch a population of 1.5 billion people. Where is the food going to come from? The outskirts of Mumbai, such as Panvel and Thane, were farm lands. Today, the FSI there is very low. If it were higher, then we could occupy only a strip of the land, curtail expansion and preserve greenery. Blind expansion and destruction of farm land has to consciously be thought through and stopped.

Today, the permissible FSI ranges between three or four. I say it should be opened up. Builders should be allowed to construct freely. Demand and supply should be allowed to, eventually, take their own course. Since demand is not being understood and given in to, there are a lot of illicit activities.

Lastly, I believe that merely green construction is not enough. For example: renewable energies such as water and solar are being developed to a large extent that is enabling us to slowly wean off the use of oil. However, land is not a regenerative asset. It is important to use land intelligently and not waste it. It is, after all, where our trees, fruits and vegetables come from.

*As told to Sabiha Ghiasi.*
Flying to new heights
We recently serviced and fitted the Kempegowda International Airport, Bengaluru, which was formerly known as the Bengaluru International Airport, with some of our state-of-the-art locking solutions.

When discussions began between the airport authority and GLSS, they brought a few expectations to the fore in terms of using solutions such as the MK system for operational convenience, especially during an emergency, and the deactivation of all electronics when mechanics are the only option to hold security. We understood that the systems had to have the in-built capability for serving their myriad needs now, and in future. Fortunately, our future term alliance could extend up to the next 99 years.

The same system had to be suitable across a variety of locking arrangements. The level of security that this system provided had to be world-class in terms of mechanical arrangements. The airport chose us because they understood that the supplier who offered this system had to have the capability to serve them well in the future too. They also had to have the ability to install additional systems, as and when the needs for expansion arose, and link those to the first system progressively.

Equipping the airport
As each of the existing technologies could be much better than desired, we started by highlighting the solutions that would meet the expectations of the customer. To take up these diverse challenges to help the airport, we tied up with EVVA, Austria for the most advanced technology at the mechanical level to meet the customer’s requirement.

Together, we studied the layout of the entire airport, identified the various locking/access points and co-related the information with the access points in actual. We verified the compatibility of the locks with the actual doors at the site.

It was a challenge to maintain the same technology throughout the premises. So, we used cylinder mortise locks and padlocks, as they would be identical with respect to the technology. We used 2C, 1CK, half cylinder for mortise lock, padlock with the same profile for shutter doors, narrow stile for duck panels and cylinders for the heavy doors.

Finally, we had suggested a technology that can result in the combinations of 30 trillion with a seven-level master-key ladder. Apart from this, operational reliability, wear resistance, picking resistance, EN-norm conformity and drill reliability are other features of this product.

Future forward
Later, we closed the gaps between the design and the final product in an itemised manner. We then interacted with the airport authorities and planned the existing and future expansion of the MK system. We developed a unique identification and numbering system for the locks and keys across the project. Thinking of the last detail, we also provided them service locks during the construction phase while the MK locks were being fitted. We coordinated with the airport authority during the final installation of the locks. The keys were handed over to them only after the final inspections and proper documentations at every point.

The business-to-business areas with potential for growth and improvement are the real estate and hospitality sectors in Nepal and Godrej Locking Solutions and Systems is going to specifically focus on these segments in the country.

In a bid to establish a deeper familiarity in Nepal, we officially launched our new series of locks in Kathmandu this August. The occasion witnessed the unveiling of the brand’s myriad locking solutions in the premium door handle space, hotel card locks for the hospitality sector, as well as state-of-the-art innovations in the architectural hardware segment.

The esteemed guests at the event were the First Secretary (Commerce), Indian Embassy; board of directors from NOC; Director General, Ministry of Commerce, Nepal and Director, Nepal Food Corporation. During this event, orders worth ₹10 lakh were received from Nepal. Further, various business enquiries were received worth around ₹25–30 lakh. Enquiries were generated from the following esteemed clients: NOC, Leaf Resort, Hotel Marriott, ICTC and Hotel Ambassador. In conclusion, the business expected till March 2015 is ₹70 lakh.
Setting a high bar
One of our core strengths and shining glories has always been design-led innovation. Godrej Locking Solutions and Systems (GLSS) prides itself to have conceptualised and launched the noteworthy and good-looking Physical Vapour Deposition (PVD) finish mortise door handles that were inspired by the world’s most high-end Italian ones.

We saw the need for a lock finish that would last a lifetime and dispense an eternal shine. In another landmark move, we are the first to introduce PVD to the Indian marketplace. GLSS partnered with Futuring Design, an award-winning industrial design firm, to come up with the exclusive designs for these PVD handles; truly the best in class.

Know your locks
PVD, as a process of coating, is different from conventional electroplating. This coating has strong attributes such as corrosion, tarnish and wear resistance. With this process, the coat lasts several years and thus, our products come with a warranty of 15 years in terms of the finish and functionality. It does not chip, tarnish or fade. In addition, our locks can be matched with different interior themes and this Indian option is much more workable than the European imported ones that demand an exorbitantly high price.

Simplifying the complex
PVD coatings are used in a wide range of applications such as the fields of aerospace, automotive, surgical equipment, etc. Some of the famous high-end watch companies and F1 car manufacturers also use PVD finish on their products. Other aspects of the PVD locks include elegant craftsmanship and unique registered designs that provide distinguished exclusivity, a highly durable mechanism developed for long-term flawless functionality, patented direct-mounting handle designs that can withstand more than 5,00,000 life cycles and can be retrofitted. We also provide free installation by trained technicians; a first for mortise locks.

Reaching out to the right audience
We are primarily engaging with architects, builders, contractors, interior designers and end customers, who are looking for new and trendy products in the market. This product is bound to satisfy the upbeat lifestyle needs of any customer. The hardware outlets we are working with include KRM and super KRM. These locks were launched in 18 cities across India and got an overwhelming response. So far, we have introduced five designs in this category. As always, we’ve upped the ante and taken this industry to a completely new level by introducing PVD.

Godrej was awarded its first-ever patent in the year 1909. It was for the springless lever lock that made the brand a household name. This invention, as declared by Pirojsha Godrej, was a one-of-its-kind lever lock that was made entirely without springs.

Within this pioneering product, the controlling key worked in a stop with its teeth in reverse order of the main key, so that the lever could be raised in the correct position for shooting the bolt. This innovative product provided various levers and fittings for additional security, a feature that the regular spring-fitted locks lacked. It also had a function wherein one of the levers was equipped with the means to order all of the other levers to move when the key would turn.

Also, when the working key turned more than half a circle, the pin attached to a lower lever of the lock would be brought down upon the rest of the levers, which would thus depress them all to the lowest position. This is how history was written by Godrej not only in India, but all over the world.

Did you know
The Patents and Designs Act was passed in 1907 and the requisition for the patent of Godrej’s first-ever springless lock was made less than a year later in 1908.