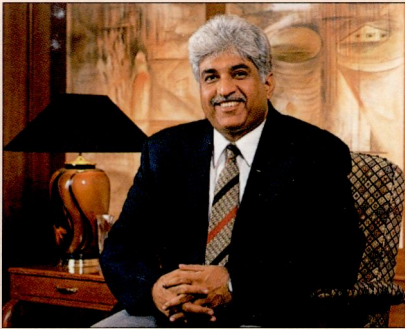


BHARTI TODAY

The In-house Magazine of Bharti Enterprises

Vol. I Issue 3

Oct-Dec, 1996



From the M.D.'s Desk

At the outset let me convey my best wishes for a very happy and prosperous new year. I hope that this year will bring you and your family all the happiness and good luck.

The year ahead holds a bright future for Bharti Enterprises especially in view of the achievements during the last quarter of 1996. The recent acquisition of a 22.5% stake in Bharti Cellular by British Telecom is another feather in our cap and with this tie-up AirTel will be able to draw upon the strengths of two major European operators, viz., STET of Italy and now British Telecom of UK, and further strengthen its leadership position in the cellular market. The groundwork for our latest joint venture-Bharti Dura-Line is already underway in the real sense of the term with the commencement of the construction of the plant at Verna, Goa. Cellular services under AirTel brand were successfully launched by Bharti Telenet in the picturesque state of Himachal Pradesh by the Hon'ble Chief Minister, Raja Virbhadra Singh at an impressive function held in Shimla. Bharti Telenet in alliance with STET, Italy has received the Letter of Intent for launching basic services in India's largest state, Madhya Pradesh. This project would revolutionise telephony in the country by providing state-of-the-art communication facilities.

Both manufacturing units at Ludhiana and Gurgaon are actively pursuing Total Quality Management (TQM) activities under the guidance of the Indian Institute of Technology (IIT), New Delhi. A new division-Bharti

Comtel has been created to focus on activities related to meeting growing requirements of telephone terminals, both, for domestic and international markets.

G-TEL, having successfully absorbed technologies to manufacture PDH/SDH Optic Line Terminating Equipment, is also working towards ISO-9002 certification for its Goa Plant.

Bharti Healthcare has successfully completed the first phase of capacity expansion and is set for a larger market share for export. Siemens Telecom continues to introduce world class telephone terminals under the SIEMENS and BEETEL brands. Casio Bharti has gained a firm foothold in the paging industry by providing state-of-the-art pagers to the consumers.

Altogether, the year ahead looks very promising and full of opportunities for all of us to grow together. Bharti has become a household name with a distinct corporate identity, helped in no small measure by last year's corporate advertising campaign. We are proud of the high calibre, dedication and sincerity of our employees and plans are being worked out for training and development at all levels to further enhance levels to world class standards. We enjoy excellent relationships with our partners, vendors and clients and strongly believe that their continued support and co-operation will help in realising our vision to be a leading corporate citizen of the country.

Rakesh Bharti Mittal
Managing Director - Bharti Telecom Ltd.

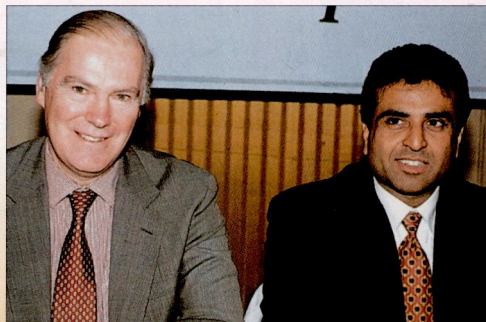
British Telecom Joins Bharti Cellular Consortium

British Telecom, one of the largest and most successful telecom companies in the world, has acquired a 22.5% stake in Bharti Cellular, the largest mobile operator in Delhi.

British Telecom operates in 30 countries and employs about 1,29,000 people world-wide. Its turnover, last year, was over £14,446 million with a pre-tax profit of £3,019 million. It spent £282 million on research and development during this period.

Mr. Sunil B. Mittal, Chairman and Group Managing Director says, "This alliance would not only begin a new chapter in Indo-UK cooperation, but also reinforce global interest in the Indian telecommunications

industry. It will have far reaching effects, not merely for BCL but, for the Indian telecom industry as a whole."



▲ Sir Iain Vallance, Chairman of BT and Mr. Sunil B. Mittal at the joint Press Conference.

According to Sir Iain Vallance, Chairman of BT, "Close cultural and historical links between India and the UK make our relationship with India special for BT. India is a key market for BT as it is one of the largest emerging markets for telecom services."

Now, Bharti Cellular, with strong partnerships with two telecom leaders, STET of Italy and British Telecom, is in a position to provide world-class communication solutions to its customers.

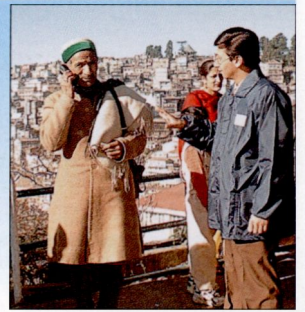
AirTel Says Hello to Himachal



December 20, 1996 was a red letter day for Bharti Telenet, a joint venture between Bharti Enterprises and STET, Italy, as it saw the launch of AirTel cellular service in Himachal Pradesh. This is the first cellular service outside the four metros.

Hon'ble Chief Minister, Raja Virbhadra Singh, formally inaugurated the service at a function held at Hotel Holiday Home, Shimla. Mr. Sunil Bharti Mittal, Chairman and Group Managing Director, Bharti Enterprises, welcoming the distinguished audience, announced an expansion plan with an

investment proposal of Rs 100 crores to cover the upper Shimla area. Other speakers included Mr. M. C. Trehan, CGM DoT, Shimla, Mr. Alberto Ceccarelli, STET, Italy, Mr. Par Bjork, Ericsson and Mr. Rakesh B. Mittal, Managing Director, Bharti Enterprises.



A road show was also organised on the famous Mall, Shimla to demonstrate the AirTel service to the residents of the city.

The response to the service has been very good and subscribers across Shimla, Solan and Parwanoo are now enjoying the advantages of the network designed by Ericsson, leaders in cellular technology.



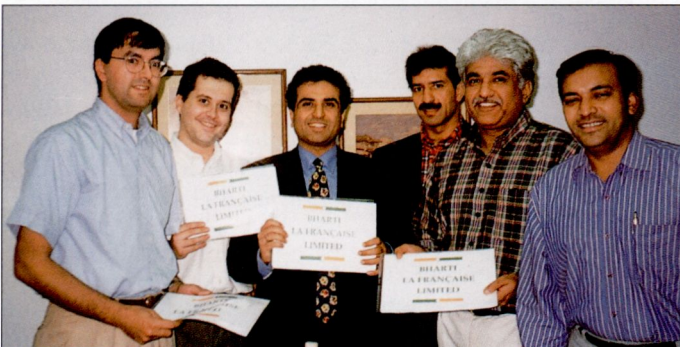
A Window to the World Communications India '96

Bharti Dura-Line launched HDPE Silicore ducts at Communications India '96, India's largest telecommunications exhibition, held at Pragati Maidan, New Delhi between December 8 and December 10, 1996. With the presence of leading Indian and global telecom companies like MCI, AT&T, Ericsson, Motorola and Siemens, Communications '96 was an ideal opportunity for the launch.

Siemens Telecom, a joint venture between Bharti Telecom and Siemens was another participant with a range of new products such as the new S6 and S4 Power mobile phones and GSM accessories like hands-free car kit, PC card and the M1 module. Also on display for the first time was the latest ISDN phone from Siemens Telecom.

STET International, our partner in Bharti Televentures, was also an exhibitor.

Bharti's French Connection

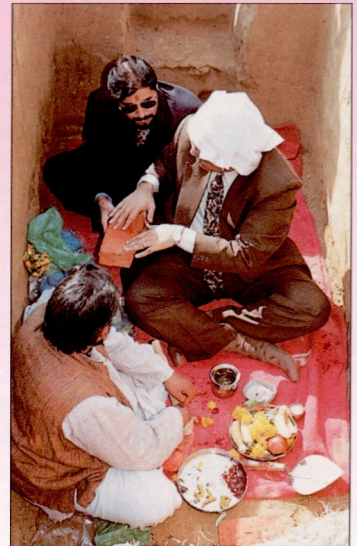


▲ Forming a new joint venture with La Francaise Des Jeux: Mr. Remi Theys, Mr. Frederic Perez, Mr. Sunil B. Mittal, Mr. Rajan B. Mittal, Mr. Rakesh B. Mittal and Mr. Akhil Gupta.

A New Thrust at Bharti Telecom

Bharti Comtel Division formed

The manufacturing wing of Bharti Telecom has been restructured to focus on the growing demand for telephone terminals. A new division, Bharti Comtel, is now responsible for all activities related to the manufacture of telephone terminals; design and development of new models; technology transfer; sourcing of material; and coordination with marketing and sales arms.



▲ Bhoomi Puja for the Centre for Excellence.

The Centre for Excellence will form an integral part of the new Division with a major thrust on design and development activities. The

CfE, the first of its kind in Bharti, will work on Surface Mount Technology, the internal circuitry of telephones and the design of plastic moulds for telephones. The CfE would function as an internal sourcing unit for the manufacturing wings of Bharti Telecom.

Down Memory Lane

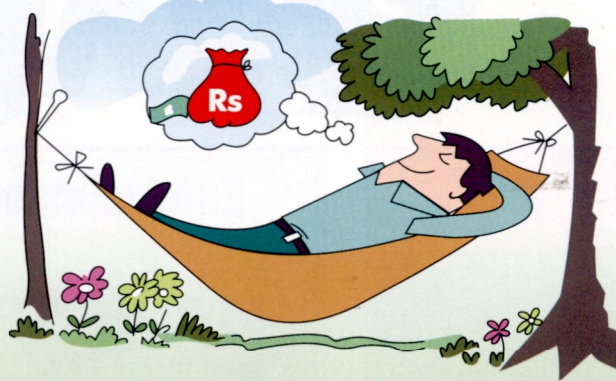


◀ Bharti Telecom launches India's first push button telephone in 1987.

Left to right : Mr. T. Finger, Shri Arjun Singh, Mr. Rakesh B. Mittal.

Plan your savings well and you could pay no tax up to an income of Rs. 1,65,000 p.a. with a further deduction of up to 50% / 40% of basic salary as HRA! Here's how:

Plan Your Tax and Relax



- Save up to Rs. 60,000 u/s 88 and enjoy tax rebate @ 20% on contribution to PF, LIC Premium, ULIP, PPF, 10-15 year Post Office Savings, NSC, Mutual Funds (up to Rs. 10,000), purchase / construction of house (up to Rs. 10,000), etc.
- Invest Rs. 10,000 more u/s 88 in the infrastructure sector, including power, for an additional tax rebate of Rs. 2,000.
- Pay tax only on 10% of salary on accommodation up to 60% of salary in Calcutta / Delhi / Mumbai / Chennai and 40% of salary in other cities.
- Pay tax of Rs. 7,200 only on a company maintained car up to 16 hp rating with an additional tax of Rs. 3,600 on driver's salary.
- Claim LTA for 2 journeys in a block of 4 calendar years for

yourself and dependents on AC IInd class fare by the shortest route or actual amount spent, whichever is less.

- Pay no tax on medical bill reimbursement up to Rs. 10,000 in a year for the employee and dependents.
- Do not pay tax up to Rs. 10,000 for contribution towards Pension Fund of LIC u/s 80CCC.
- Tax is not payable up to Rs. 6,000 for premium towards medical insurance u/s 80D.
- No tax is payable up to Rs. 15,000 on interest, dividends, etc., from investments and deposits.
- Enjoy staying in your own house and claim rebate in income up to Rs. 15,000 p.a. towards interest paid on housing loan interest.
- It is good to pay some tax and file the return as the return and NOC from the income tax department are required for various purposes.

— Shamik Das, Sr. Manager (F&A), Bharti Telecom



AirTel Cricket Bonanza for Kids

October 15, 1996 was a special day for young and aspiring cricketers of Delhi. Five top stars of the Australian cricket team,

Mark and Steve Waugh, Ian Healy, Glen McGrath and Ricky Ponting, were on hand, giving valuable tips to the children of AirTel subscribers. The day long camp at the National Stadium was an unforgettable experience for the children, who thoroughly enjoyed their tryst with the heroes of the willow.

Former Indian captain Ravi Shastri, also present, welcomed the idea of kids spending time with their stars.



Going far beyond the call of duty, doing more than others expect... This is what excellence is all about. And it comes from striving, maintaining the highest standards, looking after the smallest details and going the extra mile. Excellence means doing your best. In everything, in every way.

Quality Movement at Bharti Telecom

A Step in the Right Direction

Shop-floor employees in the Ludhiana and Gurgaon units of Bharti Telecom have adopted a "quality consciousness" in all aspects of their working thanks to extensive training workshops on TQM conducted by Dr. Prem Vrat and Prof. Subhash Wadhwa of IIT, Delhi. Employees have formed Quality Circles in both units to turn theoretical learning into practice.

The three Quality Circles in Ludhiana are Sun, Deepak and Asha. In Gurgaon there are fourteen: Ashmita, Sunrise, Shiva, All in One, Khushboo, Madhuban, Sunshine, Problem Fighter, Haryana Tigers, Chanderkanta, Navjyoti, Sangam, Lotus and Diamond.

Mr. Akhil Gupta in Hong Kong

Mr. Akhil Gupta, Group Director (Corporate Affairs) recently represented India at the Asian Telecom Conference organised by Morgan Stanley Asia in Hong Kong on November 12, 1996. His paper on the potential of cellular and basic telephony in India was well attended and appreciated by telecom industry experts from across the world.

Mr. Akhil Gupta, a Chartered Accountant, is also the Executive Director and Chief Executive Officer of Bharti Televentures.



IN THE

Delhi's #1 turns 1

The 1st anniversary of Bharti Cellular was celebrated with great enthusiasm and gusto on September 27, 1996. Recognition awards were given to employees on the occasion.

The Bharti group congratulates the winners on their achievement.

Excellence Award

Technical Department

- Mr. J. S. Solanki
- Mr. Vijay Kumar Goel

Special Award

Billing Department

- Mr. Arun Sharma
- Mr. Sanjay Goel

Customer Care Department

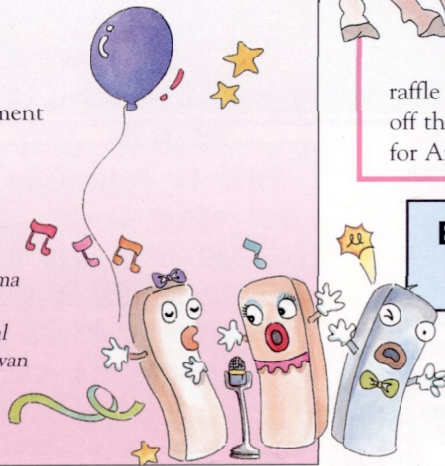
- Ms. Sonia Kocchar

Materials Department

- Mr. Shyamu

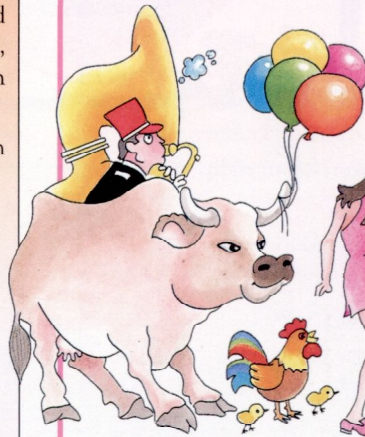
Technical Department

- Mr. Neeraj Kumar Sharma
- Ms. Renu Bala
- Mr. Dinesh K. Lakhnupal
- Mr. Prem Swaroop Dhawan
- Mr. S. M. Mehta
- Mr. Kanhyya Prasad
- Mr. Sabbir Khan



Entertainment for a cause

AirTel sponsored the charity Jumbo Carnival organised by 'People for Animals' society at Sita's Heritage Village, Manesar on December 8, 1996. Headed by Ms. Maneka Gandhi,



this society works for the preservation and care of animals. The highlights of the carnival included a fashion show by designer Ritu Beri and a dance performance by Sharon Prabhakar and her troupe. A raffle draw by film personalities Sridevi & Bonnie Kapoor rounded off the evening. The proceeds of the evening went to the 'People for Animals' society.

Every job is a self portrait of the person who did it. Autograph your work with excellence.

Healthy Employees Happy Employees

Mediclaim Insurance

All employees in grade M-1 or equivalent and above now have medical insurance cover for hospitalisation and some domiciliary treatment up to a certain limit varying for different grades.

Enhanced ESI Coverage

The salary level for coverage under the ESI Act has been recently raised by the Government of India. As per the amendment, employees getting a salary of up to Rs. 6,500 will now be able to avail ESI facility. For this, the employer's contribution has also been raised to 4.75%. More than 300 employees are now additionally covered under the scheme.



G-TEL surfs at Goa Vision 2000

A month long exhibition, Goa Vision 2000, was held at Panaji, Goa from December 19, 1996 to January 18, 1997. Showcasing all round development in Goa in industry, agriculture, arts and culture, since liberation in 1961, the exhibition had government departments and a number of private and public sector units and small scale industries participating in it.

Pagers, telephones and products from G-TEL were on display at this exhibition, besides a photo exhibition of Siemens Telecom, Casio Bharti, AirTel and Bharti Dura-Line.





NEWS

Shaping the Future with STET

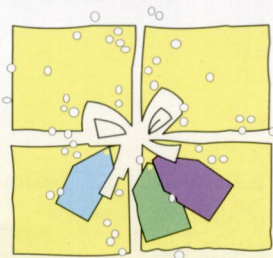
STET of Italy, our partners for Bharti Televentures reinforced their commitment to the Indian market by their participation in Communications India '96. Prior to it a seminar was organised on December 5, 1996 in New Delhi where speakers from various group companies of STET made presentations to a high level gathering of people from industry, FIIs, DoT, MTNL, operators and others. Prominent speakers included Mr. Biagio Agnes, President, STET Group, the Honourable Mr. Augusto Fantozzi, the Italian Minister for Foreign Trade, Mr. Nilmadhab Mohanty, Secretary, Ministry of Industry, and other heads of various operations of STET. Mr. Sunil Bharti Mittal also made a presentation on a joint venture experience with STET.

Beep '96 A pioneering signal from CBMC

Beep '96, the first ever informal get-together of paging industry professionals in India, was organised by CBMC in Delhi on December 10, 1996. Attended by leading paging service providers, pager manufacturers, leading foreign banks and telecom industry professionals, Beep '96 reviewed the market scenario and industry performance in the year gone by as well as future challenges and opportunities.

The highlight of the meet was a multimedia presentation on the happenings in the paging industry in 1996.

New Products from Siemens Telecom



The new product launch programme at Siemens Telecom gained a new momentum with four new telephones introduced recently:

- Beetel Pearl 645 Cordless Speakerphone with Dual Keypad
- Beetel Pearl 600 Cordless Phone
- S6 and S4 Power mobile phones



Happenings...

BTL, Ludhiana is the first telephone manufacturing company to have supplied the new connectorised version telephones to the DoT.

Vishwakarma Pooja was held at the Ludhiana unit on November 11, 1996, attended by all employees.

AirTel Connect, Kamla Nagar was inaugurated on November 9, 1996 by Mr. T. R. Kakkar, Sr. Addl. Commissioner of Police, Delhi. Mr. Tommy Ericsson, Executive Director, Ericsson, India was also present on the occasion.

AirTel and The Times of India presented an evening of fusion music by the group Mynta Surya, on December 16, 1996 at the Siri Fort Auditorium, New Delhi in collaboration with the Ustad Allarakha Institute of Music.

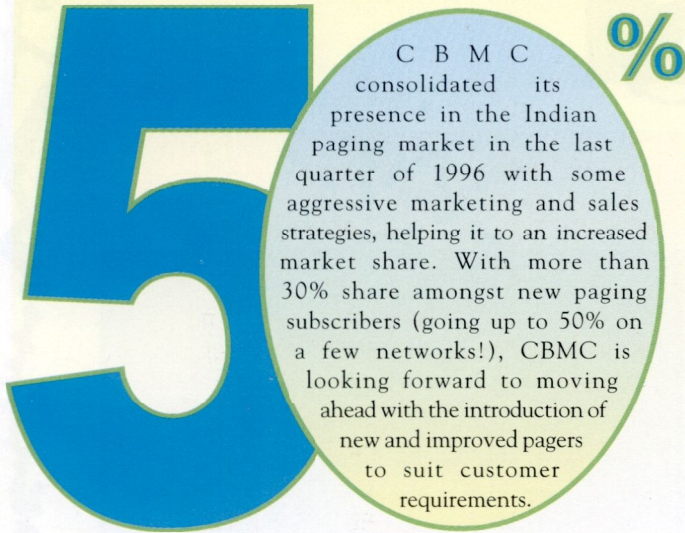
Mr. Satyan Nayar, Deputy General Manager - Business Development, BCL, was invited to speak on "India Roaming Strategies" in London recently.

CBMC organised India's first Casio Bharti Customer Care Camps in more than 14 cities across the country. The response to the camps was overwhelming with over 4500 Casio pager owners participating.

CBMC co-sponsored a fashion show by the leading designer, Meghna Rita Rai Medhi at the New Delhi Hilton on November 10, 1996. Ethnic wear fabricated from traditional Assamese cloth was the focus of the fashion show.

The Siemens Telecom Business Partner Meet was held at Essex Farms, New Delhi on November 8, 1996 with Mr. Anoop Jalota entertaining the gathering.

Casio Bharti Riding a Wave of Success



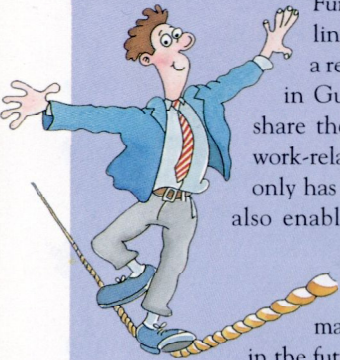
The secret of success is constancy to purpose.

Better Working with Training

Training, as an organisational imperative to better performance, has been given true meaning in Bharti Enterprises. The effort is to inculcate within employees, a continuous learning attitude by exposing them to training programmes at periodic intervals.

Further, training has also been adopted by line managers as their key responsibility. As a result, practising managers at BTL factories in Gurgaon and Ludhiana and G-TEL, Goa, share their knowledge and expertise on specific work-related subjects in short training sessions. Not only has this ushered in a learning climate, it has also enabled employees to remain abreast of all happenings outside.

Kudos to our managers. We hope to see many more taking on the mantle of a trainer in the future.



Bharti Healthcare

Charting a Course across the Globe

Bharti Healthcare has met with great success in its quest for markets abroad. Last year it began exports of empty gelatine capsules to Cyprus, Iran, Thailand, Sri Lanka and Hong Kong. This year the company is poised to enter new markets in Syria, Indonesia, Malaysia, Germany, Nigeria, South Africa and Bangladesh. With such rapid expansion in its business plan, Bharti Healthcare is truly set to emerge as a leading player in the global and domestic pharma industry.

Bharti Dura-Line Meets the Press

Bharti Dura-Line, a new joint venture between Bharti Telecom and Dura-Line Inc., USA was announced at a press meet held on December 6, 1996 at Hotel Le Meridien, New Delhi. Mr. Sunil Bharti Mittal, Chairman and Group Managing Director, Bharti Enterprises and Mr. John Shoffner, President, Dura-Line, Inc., USA addressed the gathering.



▲ Mr. Andrew W. Rice, Mr. Rakesh B. Mittal, Mr. John Shoffner, Mr. Sunil B. Mittal at the press meet.

Bharti Dura-Line will manufacture and market high quality HDPE Silicore ducts to be used as conduits for fibre optic telecom cables in the country. A 50-50 partnership with an initial investment of Rs. 20 crores, the company's projected turnover is in excess of Rs. 100 crores in three years.

You need to accept the fact that from this moment on, your situation and future is in capable hands - yours.



Welcome to the Bharti Family

NAME	COMPANY/UNIT	DESIGNATION
M. F. Patil	BTL	Asst. Mgr. - F & A
Anthony Malhotra	BTNL	Sr. Engr. - Radio
J. Ahluwalia	BCL	Asst. Mgr. - Customer Care
Ravi K. Aggarwal	BCL	Mgr. - Billing
Victor D'Mello	STL	Mgr. - Sales
Clifford D'Souza	STL	Mgr. - Sales
A. K. Arshi	STL	Mgr. - Sales
Arunabha Malik	BTL	Asst. Mgr. - Commercial
S. K. Kher	BTL	Sr. Engr. - Materials
N. N. Yadav	BTL	Dy. Mgr. - P & A (C&E)
Rajeev Sadhu	BTL	Asst. Mgr. - Materials
V. K. Malhotra	BCL	G. M. - Finance
R. P. Bahl	BCL	G. M. - Credit
Jagdeep Monga	BCL	Mgr. - Channel
Subhash Pandit	BDL	G. M. - Operations
R. K. Talwar	BTNL	Asst. Mgr. - Accounts
N. Mahani	BCL	Dy. Mgr. - O & M
A. K. Malik	BCL	Asst. Mgr. - Taxation
Sanjay Srivastava	CBMC	Mgr. - Commercial
G. B. Kamath	BHL	Asst. Mgr. - Marketing
A. S. R. SunderRao	BHL	Mgr. - P & Q C
Col. A. K. Dewan	BDL	Dir. - Operations

..... and many more

भरत-भारत-भारती

भरत-

एक ऐतिहासिक नाम,
शकुन्तला - दुष्यंत पुत्र का,
कौरवों तथा पांडवों के
पूर्वज का
जिनके नाम से ही
पड़ा 'भारत'
हमारे देश का नाम !

भारत-

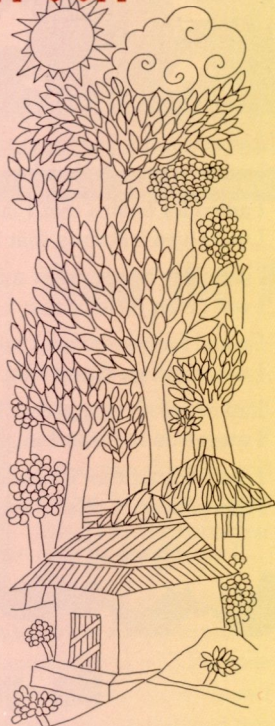
एक विशाल देश।
जो कई संस्कृतियों,
भाषाओं, मर्यादाओं,
तथा
रीति-रिवाजों का देश !
और इसी भारत में -

भारती-

एक समूह
जो दूरसंचार एवं
उपकरण निर्माण के क्षेत्र में,
लोगों की सेवा में तत्पर,
इसी समूह की सेवा में,
हैं आप और हम !

- वी० के० अरोड़ा

सहायक लेखा अधिकारी
समष्टि वित्त एवं लेखा विभाग,
बी० टी० एल० - महरौली



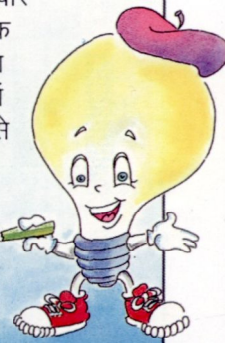
एयरटेल द्वारा शिल्प बाज़ार का सह-प्रायोजन

स्विस राजदूतावास में 6 दिसम्बर 1996 को 'अक्षय प्रतिष्ठान' द्वारा शिल्प बाज़ार का आयोजन किया गया। इस कार्यक्रम को एयरटेल द्वारा सह प्रायोजित किया गया। अक्षय प्रतिष्ठान अपाहिज बच्चों के उत्थान के लिए बनाई गई एक सामाजिक संस्था है। इस बाज़ार से हुई सारी प्राप्ति इस उत्तम कार्य के लिए प्रयोग की गई।

हमारे साथ अपने उज्ज्वल विचार बाँटिए

भारती टूडे हमारा अपना समाचार-पत्र है। यह भारती परिवार के लिए वादसभा है जिसके द्वारा हम आपस में अनौपचारिक रूप से विचारों का आदान प्रदान करते हैं। इस पत्र का उद्देश्य है कि हम अपने सहकारियों तथा उनके परिवारजनों को अपने कार्यस्थल वातावरण से सम्बंधित सूचनाओं से अवगत कराते रहें। आपके विचार, लेख एवं टिप्पणियाँ भारती टूडे की उन्नति के लिए बहुत महत्वपूर्ण हैं। इस प्रयास में सफलता पाने के लिए आप सब का योगदान आवश्यक है। अपने लेख तथा अन्य सुझाव देबजानी चक्रवर्ती / अनुपमा खन्ना को कॉरपोरेट ऑफिस के पते पर भेजे:

भारती एण्टरप्राइजेज, कुतुब एम्बीयंस (कुतुब मीनार के सामने),
महरौली रोड, नई दिल्ली-110030



अपने कार्य में आत्मगौरव ही ऊर्जा का सर्वोच्च स्रोत हैं।

भारती ड्यूरालाइन के औद्योगिक कारखाना स्थल का भूमि पूजन



टेलिकम्यूनिकेशन एवं सिस्टम्स लि० व भारती ड्यूरालाइन के अन्य अधिकारी एवं कर्मचारी भी उपस्थित थे।

श्री सुनील भारती मित्तल, अध्यक्ष, भारती एण्टरप्राइजेज द्वारा भारती ड्यूरालाइन औद्योगिक कारखाना स्थल का भूमि पूजन 1 जनवरी 1997 को वर्ना, गोवा में किया गया। इस शुभ अवसर पर श्री० वाई० जी० पी० रायकर तथा गोवा

आपकी कुशलता आपको सफलता के शिखर पर ले जा सकती है परन्तु केवल आपका चरित्र ही आपको उस उच्चपद पर स्थिर रख सकता है।

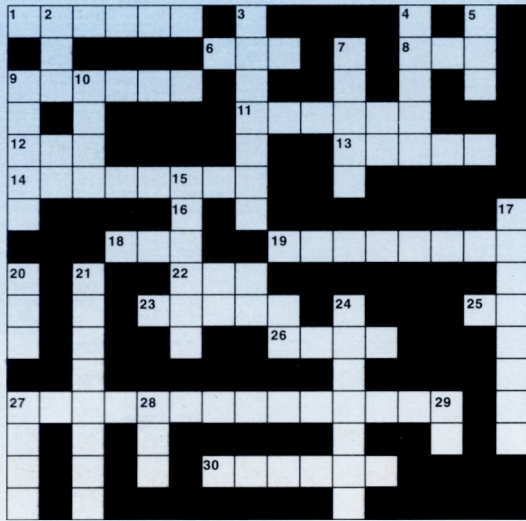
भारती टेलिकॉम गुडगाँव-वार्षिक दिवस

भारती टेलिकॉम गुडगाँव इकाई का द्वितीय वार्षिक दिवस महोत्सव बड़े उल्लास और उत्साह से गुडगाँव औद्योगिक कारखाने की प्रसीमा में 23 नवम्बर को मनाया गया। श्री० सुनील भारती मित्तल, श्री० राकेश बी० मित्तल तथा मुख्य कार्यालय के अन्य वरिष्ठ अधिकारी और गुडगाँव इकाई के सभी कर्मचारी सहपरिवार वहाँ उपस्थित थे। विधिवत् पूजा के साथ इस उत्सव का प्रारम्भ हुआ। श्री० बी० के० भल्ला ने सभी अतिथियों का स्वागत किया जिनके लिए बी० टी० एल० के कर्मचारियों ने एक रंगारंग सांस्कृतिक कार्यक्रम प्रस्तुत किया। श्री० सुनील भारती मित्तल, अध्यक्ष (भारती एण्टरप्राइजेज) ने समारोह को सम्पन्न करते हुए प्रोत्साहन के कुछ शब्द कहे। जिन कर्मचारियों ने भारती परिवार के साथ पाँच वर्ष पूर्ण किए हैं, उन्हें इस अवसर पर पुरस्कृत किया गया। कुछ अन्य पुरस्कार भी घोषित किए गए:-

- 1) वर्ष के सर्वश्रेष्ठ प्रबन्धक: श्री० गोपाल दास सावनानी, वरिष्ठ प्रबन्धक पी० जी० ई० बीटल विजयोपहार एवं प्रशंसा प्रमाणपत्र।
- 2) वर्ष के सर्वश्रेष्ठ कार्यकारी: श्री० योगेन्द्र पारमार वरिष्ठ अभियन्ता विशेष विषयक सहयोग बीटल विजयोपहार एवं प्रशंसा प्रमाणपत्र।
- 3) वर्ष के सर्वश्रेष्ठ कार्यकार: श्री० पवन कुमार - प्रवर्तक पी० पी० एस० नकद पुरस्कार 1000 रुपये एवं प्रशंसा प्रमाणपत्र।
सभी विजेताओं को भारती परिवार के सभी सदस्यों की ओर से हार्दिक शुभकामनाएँ।



Catch the word !



ACROSS:

- 1 India's largest cellular service (6)
- 6 The 'heart' of a cellular phone (3)
- 8 This is replacing copper for carrying telecom traffic (3)
- 9 Standards for paging in India (6)
- 11 World's largest trading house. A Fortune 500 company (8)
- 12 Our factory to manufacture Silicore ducts is situated here (3)
- 13 STET is national PTT in (5)
- 14 AirTel, Delhi & HP are designed by this Swedish company (8)
- 18 Israeli company associated with G-Tel (3)
- 19 A town in Haryana, home to a Bharti factory (8)
- 22 AirTel's second.... is coming up in West Delhi (3)
- 23 Beetel's popular wall phone (5)
- 25 AirTel is now also operating in (2)
- 26 A Bharti group company in telecom sector (4)
- 27 One of the world's most respected & oldest telecom companies, latest member of BCL consortium (7,7)
- 30 "Centre for Excellence" is a part of Bharti.....division (6)

DOWN :

- 2&28 Coveted quality award, won by our Gurgaon & Ludhiana factories (3)
- 3 German electronics & telecom giant (7)
- 4 Its mobile phones are very popular (5)
- 5 Bharti Cellular Limited (3)
- 7 Japanese electronics giant, our partners in a JV (5)
- 9 One way mobile communication device (5)
- 10 An association for cellular industry in India (4)
- 15 A hilly resort town (6)
- 17 Latest model in Beetel's popular range of EPBTs (8)
- 20 Standards for cellular phones in India & Europe (3)
- 21 Hosiery 'capital' of India. Largest manufacturer of EPBTs in India is situated here (8)
- 24 This company's registered office is in Ludhiana (7)

— Shashi Bhatia, Asstt. Manager, BTVL

Win Rs. 500!
Send in your completed crossword with your name and address.
Winner will be chosen by a lucky draw.
Answers in next issue.

Think About It...

...AND GOD GAVE

I asked God for strength that I might achieve
I was made weak that I might learn humbly to obey.
I asked for health that I might do greater things
I was given infirmity that I might do better things.
I asked for riches that I might be happy
I was given poverty that I might be wise
I asked for power that I might have the praise of men
I was given weakness that I might feel the need of God.
I asked for all things that I might enjoy life
I was given life that I might enjoy all things.
I got nothing that I asked for but everything I had hoped for.
Almost despite myself, my unspoken prayers were answered.
... I am among all men, most richly blessed.

Do you know?

- That** Qatar is the only country beginning with the letter 'Q'
- That** the actual colour of the moon is dark grey
- That** 'Challenger Deep' is the deepest point on Earth
- That** Venice in Italy is a city separated by 118 canals
- That** the Vatican City is the smallest country in the world.

Compiled by
Ashwini Kachroo, Manager (PE) BTL, Ludhiana

*It is just
the little difference
between the good
and the best*

Quality

*that makes the
difference between
the artiste and the artisan.*

*It is just
the little touches
after the average man
would quit that
the master
makes.*



*We are delighted to wish
Bharti Today readers...
... a very happy and prosperous 1997!*

**भारती टूडे के पाठकों को नव वर्ष
की हार्दिक शुभकामनाएँ।**

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