

# Creating better environment

**ADITYA BORKAR, CEO,**  
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THOSE DEMANDS.

By Swati Deshpande



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ith great zeal and enthusiasm, Aditya Borkar is taking ahead the legacy of Borkar Polymers, which is popularly known as Boroplast. A small enterprise that had a humble beginning in 1980s, has now taken a shape and is creating better environment to live in for a common man. Speaking about the beginning, he says, “The company was started by my father Dr. Shyam Borkar. Despite of he being doctor, he followed his dreams and laid the foundation of Borkar Polymers.”

Initially, the company manufactured polymers based hard boards which found their applications in industrial use. Since then, the company has come a long way. With some ups and downs in the journey what remained constant is determination to succeed.

Aditya joined the company in 2002 after completing his engineering. He brought a completely new approach to the company. Then, the company had fibre reinforced plastics (FRP) solutions in its kitty and mostly dealt in government clients. Today, amongst others, the company’s expertise lies in prefabs.

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With prefabs, a common man’s thinking perhaps is limited to construction site cabins, vending stalls, temporary offices, etc. Going beyond the traditional way of thinking, the company’s prefabs range is expanded to ATMs, banks, sanitation, etc.

Aditya is extremely excited about prefab portable ATMs. “This is a boon to the banking industry. One of the major advantages include cost-effectiveness and flexibility. The bank’s investment is not wasted in case the ATM is no more needed at a particular spot. It can simply be lifted along with whatever it



☑ Prefab portable ATMs

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**In case if the ATM is no more needed at a particular spot, it can simply be lifted along with whatever it houses such as the cash dispensing machine, air conditioner, floor tiling, glass door etc. by a crane. It can be transported via truck to another location and easily be placed where it is required.**

houses such as the cash dispensing machine, air conditioner, floor tiling, glass door, etc. by a crane. Furthermore, it can be transported via truck to another location and easily be placed where it is required,” he explains.

According to Borkar, since the government has encouraged every citizen to have a bank account, need for such prefab solutions has increased. “If every citizen is to have a bank account, they obviously need ATMs to withdraw money,” he says matter of factly. However, the real need of such installations is in remote places. Explaining the situation, Borkar says, “We not only make ATMs but we have designed and delivered entire branch of a bank.” These portable cabins can house small branches in the rural areas.

Comparing it with setting up a conventional branch, he says, “Earlier it was difficult for a bank to narrow down on a location for a new branch. Once they do it, interiors and furniture was yet another aspect that they had to deal with. For such a small set-up, the bank had to deal with more than 20 vendors. Now it’s just

a vendor plus flexibility of porting in their favour. So, the response for this solution from the banking industry is wonderful.” Speaking about its success, he says “We manufactured and delivered a branch prefab solution for one of the Indian banks in the span of 10-12 days. Within next couple of days, the branch was up and running.”

Now if you are wondering how can a whole bank’s business is accommodated in a prefab solution, it would be surprising to know the amount of features it has. A prefab bank houses an ATM and passbook printing machine, which are open for 24/7. The inner shutter allows officials to close the branch on their timings. Additionally, it also houses a small cabin for a manager, a pantry and a toilet – just like a full-fledged bank. The interiors also resemble the real bank with walls, tiles, glass door, etc. It is not only well equipped with an air conditioner but also can be self-sustainable in the matters of electricity by harnessing solar power.”

Apart from the banking industry, prefabs appeal MNCs as well. When they are expanding their presence and plan to set up multiple outlets at once in different locations, prefabs come to their rescue.



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**From a single cubicle to toilet complexes and from basic facilities to automated solutions, we manufacture them all. One of the prestigious projects in this area that we have recently undertaken is ‘Under 19 FIFA World Cup’ that took place in India in 2017.**

### Sanitation

Additionally, yet another area that Boroplast is working on is sanitation. “We have perfectly aligned ourselves with the government’s several initiatives,” Borkar says. Elaborating on the projects undertaken in this segment, he explains, “Recently, we worked with Navi Mumbai Municipal Corporation to install 50-60 toilets all over the city.” When asked about the innovation, he says, “Now we have also added caretaker’s room and a separate cubicle for differently abled populous suiting their requirements.”

Speaking about sanitation, Borkar adds, “Sanitation has remained as an ignored area in our country. There are no or limited facilities even today in urban areas while situation in rural areas is worse. Thanks to Swachh Bharat scheme, awareness is being spread on important matters like open defecation. Since public utilities are important aspect in Smart Cities, we are also pushing our solutions this under this banner.”

Answering the question on response to these sanitation facilities from the government bodies, Borkar says, “Some municipal corporations like Navi Mumbai are at the forefront in





☑ Prefab Retail Store

**“ Now people’s approach is changing. So, going ahead, there will be demand for readymade solutions and what else than prefab suits those needs. ”**

creating such facilities to the public while some are yet catching up with this idea.”

Detailing on the solutions that the company offers, he elaborates, “From a single cubicle to toilet complexes and from basic facilities to automated solutions, we manufacture them all. One of the prestigious projects in this area that we have recently undertaken is ‘Under 19 FIFA World Cup’ that took place in India in 2017. The company had installed automated prefab toilets during this event that gained popularity amongst the audience.”



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Borkar feels that it is need of the hour to provide sanitation facilities to all. “Hence with the tagline of ‘sanitation dignified’ we are playing our role in Swachh Bharat & Smart Ciities initiatives,” he says.

Looking at the future he says “I am highlighting it once again, sanitation is need of the hour and we are ready to collaborate with various municipal corporations and other government bodies to to create right kind of infrastructure. In doing so, we are not only aiming at the Indian market but also other countries where such needs exist e.g. African continent.”

Manufacturing of these solutions take place at Boroplast’s plant in Vasai, outskirts of Mumbai, Maharashtra. “The company has 20,000 sq. ft. facility where we undertake prefab work. We also have a facility of rotational moulding where we manufacture planters. Plus, we have FRP moulding facility,” he describes.

The company makes planters which are made out of LLDPE material. These planters are given granite or marble finish so that they have desired elegance and classy look and find their applications in hotels or builders’ offices, etc. The concept called lit planters can help create right ambience with help of lights in the planters. “Also, we have developed FRP planters which come in various sizes and shapes. They are mainly used in beautification projects.”

Speaking about his future plans, Borkar says, “Now people’s approach is changing. So, going ahead, there will be demand for readymade solutions and what else than prefab suits those needs the best.” Drawing attention towards healthcare sector he says, “I am excited with prefabs solutions as it finds applications in various areas. It can also be best suited for providing healthcare and medical facilities as well.” Elaborating on it, he says, “We can take help of technology here. Today, we have excellent communication technologies, which can help us create better healthcare facilities for everyone. With the help of remote assistance technologies, it is not necessary for doctor and patient to be at the same place. We can deploy technologies in a way where equipment are installed in a remote clinic while the doctor in his clinic in a city receives the reports and analysis and can suggest treatment accordingly.”

“Going beyond that, we can help the natural calamities affected regions faster and more efficiently with temporary clinics, shops, shelters, etc. These structures can be created and installed within no time and hence can be a huge help for people in the affected region.” He concludes by saying, there is lot to be done, this is just a beginning. 📍

