



# FEI DUNIYA

ITS YOUR WORLD

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## FROM THE CEO'S DESK

Dear friends,

My message this month has personal overtones.

A team leader can either make or break the team spirit. This in turn, can affect a company's overall performance. As you know, this dangerous trait spreads faster than a monsoon virus and soon, it may lead to an epidemic.

You must have guessed it right, I am referring to myself. After having lost my strongest support in life, my enthusiasm level is at its lowest. But as the captain, I simply cannot let my ship sink, especially since it has been built over the years with your painstaking efforts and dedication.

To avoid an SOS situation, I have taken solemn steps to identify and instill experienced professionals at all levels, so that my below-par performance will not affect our success. Though, good people are hard to find (and after making serious blunders in the past), I assure you that I am taking all possible precautions to avoid repeating these mistakes.

At this delicate juncture, let us give ourselves 12 months which would be of great importance to you and me. With your support, we will end up winners!

Thanks & Regards

Pratap Nair

## When the happiness showers

It's when the drops of heaven touch the ground  
Gives life to what's everything around  
It's when the rivers flow  
On every farmer's face there's a different glow  
It's when kids love to dance  
Even we elders don't miss a chance  
It's when the earth wears a beautiful smile  
It's when the life is coming to life soon  
It's when we wish the moment should freeze for a while  
It's when the most beautiful season arrives, Monsoon.





## EVEN OUR BAPU FLUNKED EXAMS!!

With the oncoming season of monsoons, the thunderstorms and thunder winds have brought along with them, the SSC and HSC results along with the results of other professional examinations and courses. Not all students have the potential of attaining great heights and nor do all of them have the same IQ level. Everyone has their own personalized skills and talents according to individual abilities and capabilities.

Some may have intellectual minds; others may have a sporty physique, while some others may be loving and affectionate towards nature. Every individual is gifted with unique qualities by Him. It is the individual approach of every human that brings success to him. While some of you would have passed out with flying colours and great glories and would have touched massive heights, some others may have been disappointed with a bitter experience of failure and they would have to wait until a year to reach the height of glory which they missed out this year. All humans are not intellectually the same. For those under such kind of trauma, I would advice you not to feel disappointed and disheartened as it is truly said that "Failure is a stepping stone to Success". **Never be disappointed with failure because even the Mahatma flunked exams!**

For those of you who did not do too well at academics, remember that a gentleman named Mohandas Karamchand Gandhi did not do so either but went on to achieve great heights nevertheless. The person who shaped the destiny of India and gave the world a non-violent style of struggle-the Mahatma-was in fact a below-average student.

In class I at school in Rajkot, he flunked. He scored zero in History, Geography and English. But since he was in junior school he was promoted to class II despite failing in three subjects. Indeed, the man who carved a special place in history was not too good with the subject. As a young man, when he had graduated to high school, history remained his weak subject in which he had failed. The run of bad luck ended, but only just, in his matriculation exam which he passed with 39.06 percent.

He appeared from the then Bombay University, with five centres across the country, Mumbai, Pune, Belgaum, Karachi and Ahmedabad. Gandhiji came to Ahmedabad for his matriculation exams in 1887. Researcher Rizwan Kadri says, "In the diaries of Mahadev Desai, a close aide of the Mahatma, he has recounted a funny episode.

Gandhiji once told him, the person who came to receive him at Ahmedabad railway station took him home in a hand cart. The host immediately darted inside the house. Gandhiji stood dumbfounded, unable to comprehend what took the host inside so suddenly. A few minutes later it dawned on him that the contentious issue was the horse cart fare. As soon as he paid the fare, the 'hospitable' host was back at

his side." When he went to London to study law, Gandhiji flunked Latin. He passed his matric exam in the second attempt in 1890. After becoming a barrister in London, his English still left a lot to be desired.

But none of this stopped him from achieving the status of demi-god and being crowned as the Father of the Nation.

Kunal Kapadia



## WE WILL MISS YOU FOREVER...

A child among children,  
A mistress loving and kind,  
An able administrator, strict yet mild,  
Shailu, you were our loving child.

You knew no inhibition,  
Outspoken and true,  
You hurt us at times,  
But we never felt backbitten.

You never let formalities,  
Collide with your priorities,  
Practical and down to earth,  
Cared not for people's remarks

"Never say: you have nothing  
Always say: you have enough"  
Was your advice to everyone  
With this in mind, you strove to make more.

Ever so ambitious,  
Always aspiring,  
You aimed at the sky,  
But you reached beyond.

Loving and caring,  
Ignoring no one,  
Always laughing and bubbling,  
How can we believe you are gone?

An ardent devotee,  
Sincere to your religious duty,  
The Gods were pleased,  
So they released,  
From the wretched world of crimes.

**Mrs Geeta Sreekumar**



FEI was born more as a western India organization. Then slowly got into the South Indian market and went to Delhi only because we could not ignore this city (our National Capital as well) with full of business potentials.

We have three of our main group companies doing well in Delhi and at this moment, we have a very selective but very productive personnel working in these offices to make a big difference to our profitability of our organization. We are sure, in a very short span of time FEI group will be in an envious position.

We wish them all the very best.



## BIRTHDAY BOY

A freight forwarders job is tough. Everyone working in it has a tougher job on hand. The one who handles the documentation has the toughest job. He has to be swift, accurate and has to finish his jobs the same day.

How lucky we are in Mumbai to have such a person. He also visits the port (at times) and also visits the Customs (to know them better). A perfect team player, a singer, a performer, Sachin Taldeokar is dearer to even our other branches, who has shipments happening through Mumbai offices.

We wish this smiling youngster a very Happy Birthday. Request each one of you to wish him on 31<sup>st</sup> July.

You can send your birthday wishes to him at [mumbai@feicargo.net](mailto:mumbai@feicargo.net)



## MICRO WAVED WATER

A 26-year old guy decided to have a cup of coffee. He took a cup of water and put it in the microwave to heat it up (something that he had done numerous times before).

I am not sure how long he set the timer for, but he told me he wanted to bring the water to a boil. When the timer shut the oven off, he removed the cup from the oven. As he looked into the cup, he noted that the water was not boiling, but instantly the water in the cup 'blew up' into his face.

The cup remained intact until he threw it out of his hand but all the water had flown out into his face due to the build up of energy. His whole face is blistered and he has 1st and 2nd degree burns to his face, which may leave scarring. He also may have lost partial sight in his left eye. While at the hospital, the doctor who was attending to him stated that this is fairly common occurrence and water (alone) should never be heated in a microwave oven. If water is heated in this manner, something should be placed in the cup to diffuse the energy such as: a wooden stir stick, tea bag, etc. It is however a much safer choice to boil the water in a teakettle.

General Electric's (GE) response:

Micro waved water and other liquids do not always bubble when they reach the boiling point.

They can actually get superheated and not bubble at all. The superheated liquid will bubble up out of the cup when it is moved or when something like a spoon or teabag is put into it. To prevent this from happening and causing injury, do not heat any liquid for more than two minutes per cup. After heating, let the cup stand in the microwave for thirty seconds before moving it or adding anything into it.



Abhijeet



## BE STRATEGIC!

Once upon a time a tortoise and a hare had an argument about who was faster. They decided to settle the argument with a race. They agreed on a route and started off the race.

The hare shot ahead and ran briskly for some time. Then seeing that he was far ahead of the tortoise, he thought he'd sit under a tree for some time and relax before continuing the race. He sat under the tree and soon fell asleep. The tortoise plodding on, overtook him and soon finished the race, emerging as the undisputed champ. The hare woke up and realized that he'd lost the race.

**MORAL:** Slow and steady wins the race. This is the version of the story that we've all grown up with.

More interesting version of this story. It continues...

The hare was disappointed at losing the race and he did some Defect Prevention (Root Cause Analysis). He realized that he'd lost the race only because he had been overconfident, careless and lazy. If he had not taken things for granted, there's no way the tortoise could have beaten him. So he challenged the tortoise to another race. The tortoise agreed. This time, the hare went all out and ran without stopping from start to finish. He won by several miles.

**MORAL:** Fast and consistent will always beat the slow and steady.

If you have two people in your organization, one slow, methodical and reliable, and the other fast and still reliable at what he does, the fast and reliable chap will consistently climb the organizational ladder faster than the slow, methodical chap. It's good to be slow and steady; but it's better to be fast and reliable.

But the story doesn't end here. The tortoise did some thinking this time, and realized that there's no way he can beat the hare in a race the way it was currently formatted. He thought for a while, and then challenged the hare to another race, but on a slightly different route. The hare agreed. They started off. In keeping with his self-made commitment to be consistently fast, the hare took off and ran at top speed until he came to a broad river. The finishing line was a couple of kilometers on the other side of the river. The hare sat there wondering what to do. In the meantime the tortoise trundled along, got into the river, swam to the opposite bank, continued walking and finished the race.

**MORAL:** First identify your core competency and then change the playing field to suit your core competency.

In an organization, if you are a good speaker, make sure you create opportunities to give presentations that enable the senior management to notice you. If your strength is analysis, make sure you do some sort of research, make a report and send it upstairs. Working to your strengths will not only get you noticed but will also create opportunities for growth and advancement.

The story still hasn't ended. The hare and the tortoise, by this time, had become pretty good friends and they did some thinking together. Both realized that the last race could have been run much better. So they decided to do the last race again, but to run as a team this time. They started off, and this time the hare carried the tortoise till the riverbank. There, the tortoise took over and swam across with the hare on his back. On the opposite bank, the hare again carried the tortoise and they reached the finishing line together. They both felt a greater sense of satisfaction than they'd felt earlier.

**MORAL:** It's good to be individually brilliant and to have strong core competencies; but unless you're able to work in a team and harness each other's core competencies, you'll always perform below par because there will always be situations at which you'll do poorly and someone else does well.

To sum up, the story of the hare and tortoise teaches us many things.

Important lessons are:

- fast and consistent will always beat slow and steady;
- work to your competencies;
- pooling resources and working as a team will always beat individual performers;
- never give up when faced with failure;
- and finally, compete against the situation. Not against a rival.

Muthu Immanuel



## BIRTHDAYS IN JULY

1	SUBASH G. BONTE	MUMBAI	1 Jul
2	SHARMILA V. GAVANKAR	MUMBAI	7-Jul
3	SANDHYA G. NAIR	MUMBAI	14-Jul
4	RENU RAI	MUMBAI	17-Jul
5	BEENA SHAJI	MUMBAI	23-Jul
6	AMIT SHAH	BARODA	26-Jul
7	AMIT MISTRY	MUMBAI	29-Jul
8	HEMANT R. C.	AHMEDABAD	30-Jul
9	SACHIN TALDEOKAR	MUMBAI	31-Jul



## ANNIVERSARIES IN JULY

1	STANLY CHACKO	KOLKATTA	8-Jul
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## NEW MEMBERS

1	BHUMI R SONAR	MUMBAI	FEI
2	AJIT MANJREKAR	MUMBAI	FEI
3	DHARMESH J JOSHI	MUMBAI	FEI
4	NITIN B. MULAY	MUMBAI	FEI
5	ANKUSH THOPATE	MUMBAI	FEI
6	REKHA BARAI	MUMBAI	FEI
7	PRANJAL PEDNEKAR	MUMBAI	FEI





# Memories last forever

It's not about being different; it's all about making the difference. Very few people with their uncanny ability actually see life from a different perspective. They touch several lives and transform the society by their blissful deeds. Pratap Nair, Director FEI Cargo Ltd. is one such marvelous persona.

24<sup>th</sup> June, the day when one more such great personality came to this earth, his late life partner Shailaja Nair. She was a dynamic person full of life. Throughout her life, in all the earthly roles she played portrayed her sincere approach towards every relation. She was one of the most bona fide daughters, the most caring mother, an all time unbiased & supporting colleague, and moreover she corroborated the statement that "Behind every successful man there is a woman". Sadly Shailaja Nair at the age of 47 succumbed to a brief illness in September 2007.

Pratap Nair knew that his beloved still exists in his heart, in his dreams and not gone far away from life. She still stands as a silent support to him, his family and the entire FEI team. 24<sup>th</sup> June 2008 was the day when Pratap Nair, his son Abhijeet and the FEI family decided to celebrate Shailaja Nair's 48<sup>th</sup> birthday.

It wasn't at all a silent commemoration. It was a happening event for as happening person like her. The day emerged in the backdrop of holy bhajans. The entire day witnessed and got enlightened by a discourse on Life & Celebration, then mesmerized by the 3 hour live performance by Bhajan maestro, Anup Jalota at Bhaidas Auditorium, Vile Parle.

The most beautiful part of the event took place when Shailaja received countless birthday gifts. The family reciprocated in a unique manner. The guests were requested to drop coupons with their names, in a lucky dip box kept at the venue. The coupons were then drawn and every lucky guest was given a gift - extempore, from all the gifts that Shailaja received. This was the most unique form of return gifting.

Pratap Nair has also launched the Shailaja Nair Foundation (SNF) which hosted the entire event. The picture of the past activities of SNF and the forthcoming vision is well portrayed and witnessed at the show. One person can touch lives and make a remarkable difference to the society. To initiate this it takes nothing else than a big heart and a single minded focus.



## MOTIVATIONAL QUOTES

Ambition, fueled by compassion, wisdom and integrity, is a powerful force for good that will turn the wheels of industry and open the doors of opportunity for you and countless others.

- Zig Ziglar

Achievement is largely the product of steadily raising one's levels of aspiration . . . and expectation.

- Jack Niklaus

By letting it go it all gets done. The world is won by those who let it go. But when you try and try, the world is beyond the winning.

- Lao Tzu

Kindness in words creates confidence; kindness in thinking creates profoundness; kindness in giving creates love.

- Lao Tzu

Our greatest glory is not in never failing, but in rising up every time we fail.

- Ralph Waldo Emerson

Every man has his own courage, and is betrayed because he seeks in himself the courage of other persons.

- Ralph Waldo Emerson

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