FEI DUNIYA

ITS **YOUR** WORLD

• A PUBLICATION OF FEI CARGO LIMITED

• FEI DUNIYA • MUMBAI • VOL I / ISSUE 5 • OCTOBER 2008 • PRICE INR 10/- PER COPY

From the CEO`s Desk

Perseverance

In the confrontation between the stream and
the rock, the stream always WINS.......
Not through strength, but thorugh persistance.

My dear friends,

I would request each one of you individually and collectively to work hard and smart with persistance to make our FEI a great organisation.
I am sure you are all with me to make our dear Madam Shailaja's dream come true.

Best Regards,
Pratap Nair

Happy Navaratri and Diwali

MOTHER

When god created the earth and filled it with life, He bestowed a number of gifts on the living beings. He gave them food to satisfy their hunger, water to quench their thirst and shelter for protection. But to the infant who could neither seek nor obtain these on his own, God gave "Mother". The body of the child is formed inside the mother from her own blood and flesh. She gives birth to the child and nourishes, protects and brings up the infant. Her milk satisfies hunger and thirst and her lap provides the best care and shelter.

It is said that "God could not be everywhere and so He created 'Mother'." The ancient Hindu religion worships God as Mother. The Bible celebrates the love of the Holy Mother Mary. Kuraan says that "Heaven lies beneath the feet of the Mother."

BRITISH AIRWAYS LONDON EYE

At 135 metres, the British Airways London Eye is the world's tallest observation wheel, with 40 kilometre panoramic views on a clear day. The gradual flight (ride) in one of the 32 high-tech glass capsules takes approximately 30 minutes, offering spectacular views of London and its famous landmarks such as the Houses of Parliament, St.Paul's Cathedral and West Minister Abbey.

VITAL STATISTICS

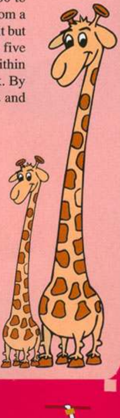
Diameter	**: 135 metres**
Weight	**: 1,900 tonnes**
Weight of single cable	**: 1.5 tonnes**
Speed	**: 0.26 m/s**
Time to revolve	**: 30 mins**
Viewing Distance	**: 25 miles**

Think big,
think fast,
think ahead.
Ideas are no
one's monopoly.
DHIRUBHAI AMBANI

The Mother Giraffe The Tallest Mother and Calf

With its height of upto 16 feet and weighing upto 2600 pounds, the giraffe mother is the tallest mammal on earth. Found in central, eastern and southern Africa, giraffes live on leaves of tall thorny trees like acacia. Their 6 foot long neck and upto 18 inch long tongue enables them to eat leaves which hardly any other animal can reach. The construction of their tongue and mouth is such that even the long sharp thorns do not deter them. While they can drink upto 38 litres of water a day, they can do without it for long periods, living only on the dew deposited on the water contained in the leaves.

The mother giraffe gives birth after a gestation of about 15 months to a 6 foot tall baby weighing 100 to 150 pounds. On being born the baby falls from a height of about 6 feet. The fall does not hurt it but makes it take its first long breath. Within five minutes it stands up on its wobbly legs and within 20 minutes starts to suckle its mother's milk. By the age of one month it starts eating leaves and soon gives up suckling.



The grown up giraffes need to feed for about 16 to 20 hours everyday. It would not be safe for the young babies to accompany their mothers at all times because they could become preys of lions and hyenas. So, many mothers together leave the babies at one place while they go out to eat. One of the mothers stays with the babies looking after them till their mothers return.

Thus, this tallest of all mothers is also an example of mutual co-operation

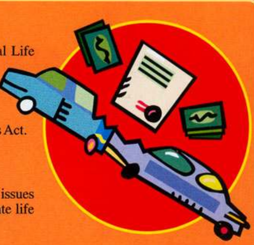
SMITA

WHY IS A SHIP CALLED SHE ?

A Ship is called a "SHE" because there is always a great deal of bustle around her; there is usually a gang of men about, She has a waist and stays; it takes a lot of paint to keep her good looking; it is not the initial expense that breaks you, it is the upkeep; she can be all decked out; it takes an experienced man to handle her correctly; and with out a man at the helm, she is absolutely uncontrollable. She shows her topsides, hides her bottom and, when coming into port, always heads for the buoys.

VINU

HISTORY OF INSURANCE



- 1818 - Life Insurance introduced to India by the British by establishing the Oriental Life Insurance Company in Calcutta.
- 1870 Bombay Mutual Life Assurance Society is the first Indian owned life insurer.
- 1938 The Insurance Act enacted replacing the earlier Indian Life Assurance Companies Act.
- 1956 Life Insurance nationalized.
- 2000 IRDA (Insurance Regulatory and Development Authority set up in 1997) issues licences to private insurers. ICICI Prudential and HDFC Standard Life are first private life insurers to sell policies.
- 2002 Banks were allowed to sell insurance policies.

MURPHY'S LESSER KNOWN LAWS:

- **Light travels faster than sound. This is why some people appear bright until you hear them speak.**
- **Change is inevitable, except from a vending machine.**
- **Those who live by the sword get shot by those who don't.**
- **Nothing is foolproof to a sufficiently talented fool.**
- **The 50-50-90 rule: Anytime you have a 50-50 chance of getting something right, there's a 90% probability you'll get it wrong.**
- **If you lined up all the cars in the world end to end, someone would be stupid enough to try to pass them, five or six at a time, on a hill, in the fog.**
- **The things that come to those who wait, will be the scraggly junk left by those who got there first.**
- **The shin bone is a device for finding furniture in a dark room.**
- **A fine is a tax for doing wrong. A tax is a fine for doing well.**
- **When you go into court, you are putting yourself into the hands of 12 people who weren't smart enough to get out of jury duty.**

> Live as if you
> were to die tomorrow.
> Learn as if you were
> to live forever.
> **MAHATMA GANDHI**

8 TIPS FOR BECOMING A TRUE LEADER

Knowing the difference between thoughtful business leadership and the kind that happens seemingly by accident is critical-not only in your ability to grow and develop as a leader, but to establish a pattern of success that's deliberate, not miraculous.

1. Real leadership means leading yourself. Passing out orders is as easy as passing out business cards. But a prudent leader also knows how to lead himself or herself-not merely to provide a genuine example to others, but to become a working element of the overall machinery of your business.
2. Don't be a monarch. Accidental leaders often inadvertently establish a system of guidance that's unnecessarily restrictive. Guide employees, but don't implement more parameters than are absolutely necessary.
3. Be open to new ways of doing things. An inadvertent leader will put far too much stock in sticking with what always works. By contrast thoughtful leadership acknowledges success but also recognizes that there are always ways to do things better.
4. Learn to work with diversity. With growing partnerships across borders, it becomes obvious that blending a variety of cultures and backgrounds in a work environment is an essential leadership skill. A thoughtless leader will try to cope with this as best as he can. One with more vision will work to take advantage of differences.
5. Establish a genuine sense of commitment. Want to be "committed to superior service"? More power to you, but a genuine leader will see that as words and little else. Instead, establish how to quantify excellence, design a cogent plan to achieve it and set a reasonable but real timetable for its completion.
6. Finish the job. Many business leaders yak about their complete game, but how many actually finish what they say they're going to start? Instead, set goals and establish pragmatic, accountable measures to actually finish what you start.
7. Show genuine appreciation. Thoughtless leaders must have forearms like Popeye's, what with all the back-slapping they do. That's fine, but good performance requires a more substantive response. Leaders with an eye to the future hand out praise but augment it with real rewards: promotions, raises, bonuses and other tangible tokens of appreciation.
8. Know that leadership skills come from learning too. Sure, great ideas can come to any of us, but being a bona fide leader also means study. Read books on effective leadership, attend seminars and pick the brains of colleagues to see what works for them. It can be a long education, but one with rewards that multiply with the more knowledge you have under your belt.

Adapted from Microsoft Small Business Center

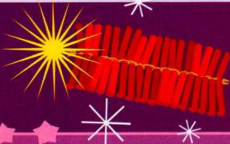
FACTS YOU NEVER KNEW

☆ "Ranbaxy" was India's largest pharmaceutical company. It has been bought over by Japanese company called "Dalichi Sankyo".

☆ Ranbaxy started off in 1937 as a distributor for another Japanese company called Shlonogi.

☆ 'RANjit Singh' & 'GurBAX Singh' whose names combine to form RANBAXY.

☆ Earlier Coco- Cola bought Parle drinks and Hotcim bought Gujarat Ambuja Cement.



SPLENDID SCIENCE

☆ Today's silicon chip, a quarter inch square, has the same capacity as the original 1949 ENIAC computer, which occupied an entire city block.

☆ 98% of all the atoms in the human body are replaced every year.

☆ In the production of paper, starch is used as a binder. This helps the right amount of ink get in while printing.

☆ Did you know that Uranus' orbital axis is tilted at 90 degrees?

☆ Hot water is heavier than cold water.

☆ A ball of glass will bounce higher than a ball of rubber.

Nobody is
resource poor.
We are all
imagination poor
C.K. PRAHLAD

BIRTHDAY BOY

Happy Birthday

This month's birthday boy has a very special place for FEI Family in his heart. He is probably one of the few employees in the history of FEI who was reaccepted in the family after he had left and this was only because of his qualities like sincerity, hardwork, honesty and loyalty. He rejoined FEI on 02nd May 2005 and we had published his interview in FEI Duniya's edition of May 2005. The same is reproduced below for those who did not get the opportunity to read it.

A well behaved person with a convincing personality, he knows his job very well and puts in his best efforts to achieve the desired results.

A sportsman in his school and college days, he has played Kabaddi at national level and his hobbies include singing and reading.

Let us all make Mr. Vaibhav Malap's day special by wishing him a very Happy Birthday on the 12th of October. Please do take out some moments from your busy schedule to send your best wishes to him on **mumbai@feicargo.net**

Q1. What was your experience working for a company other than FEI?

A. Not good at all. Work had less importance with no teamwork which is most important. There was no personal touch of management as one can see in FEI.

Q2. Why did you feel you should rejoin FEI and no other company?

A. The main reason is that my career started with FEI and more importantly I became what I am due to FEI.

Q3. Tell me three things which according to you are better in FEI than in other companies?

A. (a) Whoever works hard gets rewarded. (No bias at all)

(b) It's a teamwork here and all the staff members and the management are supportive to each other.

(c) You are given utmost freedom and ample scope to make your career in this company.

Q4. Now that you have rejoined FEI, what would be your prime objective or aim with regards to FEI?

A. Earlier when I worked, I only did a job. Now I really want to achieve something for my company by putting in the best of my efforts and contribute towards our company's growth.

Switch off....
or get Switched Off .
"Save Electricity"

The other day
I dreamed that
I was at the gates
of heaven. And St. Peter
said, 'Go back to Earth.
There are no slums up here'
MOTHER TERESA

HOLIDAYS IN OCTOBER

GANDHI JAYANTI	02 - Oct	THURSDAY	ALL THE BRANCHES
DURGA PUJA	07 - Oct	TUESDAY	KOLKATTA
DURGA PUJA MAHANAVAMI SARASWATI PUJA	08 - Oct	WEDNESDAY	KOCHI, TIRUPPUR, TUTICORIN, KOLKATTA
DUSSERA	09 - Oct	THURSDAY	FEI & PCL - AHMEDABAD, BARODA, BANGALORE, CHENNAI,HYDERABAD, TIRUPPUR FEI & PCL - DELHI, KOLKATTA, MUMBAI
LAKSHMI PUJA	14 - Oct	TUESDAY	KOLKATTA
LAXMI PUJA/ KALI PUJA	27 - Oct	MONDAY	CHENNAI, KOCHI, TIRUPUR, TUTICORIN
LAXMI PUJA/ DEEPAWALI	28 - Oct	TUESDAY	FEI & PCL - AHMEDABAD, BARODA, BANGALORE, HYDERABAD, MUMBAI FEI & PCL - DELHI, KOLKATTA
DIWALI FESTIVAL	29 - Oct	WEDNESDAY	FEI & PCL - AHMEDABAD, BARODA
DIWALI FESTIVAL	30 - Oct	THURSDAY	FEI & PCL - AHMEDABAD, BARODA
DIWALI FESTIVAL	31 - Oct	FRIDAY	FEI & PCL - AHMEDABAD, BARODA

BIRTHDAYS IN OCTOBER

6TH OCTOBER	BABAN SHINDE	MUMBAI
11TH OCTOBER	VIPUL VYAS	AHMEDABAD
12TH OCTOBER	JAGDISH MAURYA VAIBHAV MALAP DEEPALI D PARKAR	MUMBAI MUMBAI MUMBAI
14TH OCTOBER	HARISH GIANNI	AHMEDABAD
15TH OCTOBER	VIDHYA S. SUVARNA	MUMBAI
17TH OCTOBER	SHANE M.X.	KOCHI
23RD OCTOBER	SANTHOSH KUMAR TAYDE SUBHASH CHANDER	AHMEDABAD DELHI

ANNIVERSARIES IN OCTOBER

2ND OCTOBER	VINOD PAL	DELHI
24TH OCTOBER	SMITA S. PILLAI	MUMBAI
26TH OCTOBER	DEEPAK BHAVSAR	AHMEDABAD
28TH OCTOBER	K. B. RADHAKRISHNAN	CHENNAI

When
you work,
work as
if everything
depends on you.
When you pray, pray
as if everything
depends on god.
J.R.D. TATA

LIFE!!

A boat docked in a tiny Goan village. A tourist from Mumbai complimented the Goan fisherman on the quality of his fish and asked how long it took him to catch them. "Not very long," answered the fisherman. "But then, why didn't you stay out longer and catch more?" asked the Mumbaite. The Goan fisherman explained that his small catch was sufficient to meet his needs and those of his family.

The Mumbaite asked, "But what do you do with the rest of your time?" "I sleep late, fish a little, play with my children, and take a siesta with my wife. In the evenings, I go into the village to see my friends, play guitar, sing a few songs... I have a full life." The Mumbaite interrupted, "I have an MBA from IIM-A, and I can help you! You should start by fishing longer every day. You can then sell the extra fish you catch. With the extra revenue, you can buy a bigger boat."
"And after that?" asked the Goan.
"With the extra money the larger boat will bring, you can buy a second one and a third one and so on until you have an entire fleet of trawlers. Instead of selling your fish to a middle man, you can then negotiate directly with the processing plants and maybe even open your own plant. You can then leave this little village and move to Panjim, or even Mumbai. From there you can direct your huge new enterprise."
"How long would that take?" asked the Goan. "Twenty, perhaps twenty-five years," replied the Mumbaite.

"And after that?"

"Afterwards? Well my Friend, That's when it gets really interesting," chuckled the Mumbaite, "When your business gets really big, you can start selling stocks and make millions!"
"Millions? Really? And after that?" asked the Goan.
"After that you'll be able to retire, live in a tiny village near the coast, sleep late, play with your children, catch a few fish, take a siesta with your wife and spend your evenings doing what you like with your buddies."
"With all due respect sir, but that's exactly what I am doing now. So what's the point wasting 25 years?" asked the Goan.
And the moral of the story is? Know where you're going in life. You may already be there.
Life in the present world is indeed a rat race. Many who have qualifications from reputed universities too do not know where they are going in life.
Give it a serious thought, and please don't forget to take charge of your health.

REMEMBERING SHAILAJA

Dear Pratap Bhai

The Day I will Never Forget!
I share my empathy with you and your family,
A Fantastic Lady with Unforgetful Hospitality + Endless Courage
An Angel with Affections and Everlasting kindness and Love!
I Honestly Miss Her!

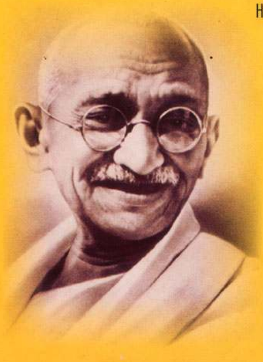
Regards
ROSE TAN

'FEI DUNIYA' (English monthly) is Edited, Printed & Published for FEI CARGO LTD., MUMBAI by K. S. Prathapchandran Nair & Printed at Print Vision, 3 Sai Baug, Municipal Estate, Andheri (East), Mumbai - 400059 and Published from FEI Cargo Ltd., A/103, Mangalya, Marol-Maroshi Road Andheri (East), Mumbai - 400059
Editor- K. S. Prathapachandran Nair (responsible for selection of news under PRB Act)

> "The customer is the most important person on our Premises.
> He is not dependent on us, we are dependent on him.
> He is not an interruption of our WORK; he is the purpose of it.
> He is not an outsider on our business, he is part of it.
> We are not doing him a favour by serving him.
> He is doing us a favour by giving us the opportunity to do so."
>
> **- Mahatma Gandhi**

This must have been said back in the early 20th century, but in 2007 and beyond, customer service is the one thing that can make or break a business, especially relevant to the industry.

Mohandas Karamchand Gandhi was a major political and spiritual leader of India and the Indian independence movement.



He was the pioneer of Satyagraha - resistance to tyranny through mass civil disobedience, firmly founded upon ahimsa or total non-violence - which led India to independence and inspired movements for civil rights and freedom across the world. He is commonly known around the world as Mahatma Gandhi and in India also as Bapu (Father). He is officially honoured in India as the Father of the Nation; his birthday, 2nd October, is commemorated as Gandhi Jayanti, a national holiday and world-wide as the International Day of Non-Violence.

FEI Duniya contributions | e-mail: feiduniya@feicargo.net | Published by the Editorial Board, FEI Cargo Ltd., Mumbai