

THE NEWSLETTER OF FEI CARGO LIMITED
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LEAP YEAR 2008

FROM THE CEO'S DESK...

Dear Friends

Trust the New Year started off well for you.

I hope you are pleased with the new format of FEI Duniya. Our special thanks to FEI Duniya Team (Sandesh, Aditya and Priya) who are taking keen interest and interacting with Team Superage on creating the new-look Duniya, every month.

This month, we are going to talk about the importance of communication in any business. As per a quote given to me by Mrs. Vijaya of our HRD Team, **"The biggest problems, both at work and home are caused more by lack of effective communication than any other factor."**

I would like to elaborate on this: Communication in simple words is the exchange of ideas, information, facts, worries, thoughts, figures, etc. Just communication is not enough. Effective communication, timely communication is the need of the hour. We must communicate with our colleagues, partners, customers, vendors and all others in a very clear fashion. This should be done like the way a journalist reports in a newspaper. Everything included. One who can communicate effectively in writing and by speech is the one who succeeds in his career and his life. People love good communicators. I want each one of you to be effective, timely, clear communicators. Can you become one for your own benefit and success?

Thanks and best personal regards
Pratap Nair

LEAP YEAR

Year 2008 is a leap year, with 29 days in February. February 2008 has five Fridays - it starts and ends on a Friday. Between 1904 and 2096, leap years with same day of week for each date repeat every 28 years which means that the last time February had 5 Fridays was in 1980 and next time will be in 2036.

What is a leap year?

A leap year is a year with one extra day inserted into February, the leap year is 366 days with 29 days in February as opposed to the normal 28 days. (There are a few past exceptions to this)

Which years are leap years?

In the Gregorian calendar, which is the calendar used by most modern countries, the following rules decide which years are leap years:

1. Every year divisible by 4 is a leap year.
2. But every year divisible by 100 is NOT a leap year
3. Unless the year is also divisible by 400, then it is still a leap year.

This means that year 1800, 1900, 2100, 2200, 2300 and 2500 are NOT leap years, while year 2000 and 2400 are leap years.

This actually means year 2000 is kind of special, as it is the first time the third rule is used in many parts of the world.

In the old Julian Calendar, there was only one rule: Every year divisible by 4 is a leap year.

This calendar was used before the Gregorian calendar was adopted.

Why are leap years needed?

Leap years are needed so that the calendar is in alignment with the earth's motion around the sun.



FROM THE DRAGON'S MOUTH

- In 1970's if a man wanted to get married he should own up a Sewing Machine (for his wife to stitch things), a radio and he should be wearing a watch.
- In 1980's if you were to be considered an eligible bachelor you must have a TV set, Refrigerator & a Bicycle.
- In the 1990's girl's parent looked out for grooms who could afford a Golden Ring, 40 to 60 sqm flat and a Santana Car.
- And today if you need a good girl you should be able to afford a Diamond Ring, a 100 sqm big apartment and also must have a Mercedes, BMW or an Audi or a Ferrari

China is booming. Do you need better proof?

- You know the difference between the Governments of India and China. This explains the pace at which they are developing. The Chinese Government will do what is good for its people and the Indian Government will do what is good for the politicians.
- Like we say Andheri (East) and (West) to identify places on the basis of whether the place is on the East side or West side of the railway station, in Shanghai they have Pudong and Pu xi for east of Pu river and west of Pu river. So when someone says I am in Pudong and I will see you in Puxi you know what to do.
- In China, its Government owns all the land. When you buy a property you are only getting a 70-year lease to use up the place.
- In China men retire at the age of 60 and women at the age of 50. Couples are allowed to have only one child. If you need to have another child you can, but then there is a heavy fine/penalty. However, if the husband is the only son and wife is the only daughter of their respective parents, the couple is allowed to have 2 children without fine and penalty.
- China is closed for a week each thrice in a year. Lunar holidays (October or November depending on the moon's phase) Labor Day holidays (May 1st to May 7th) & National Day holidays (October 1st to October 7th)

Pratap Nair



BANGALORE BRANCH

Bangalore, The Silicon Valley of India, has many features of a metro. The best climate and vast business opportunities attract people and MNCs from various parts of India and abroad. Bangalore has a culture that is adaptable to any other culture since the major part of population is floating population. FEI's Bangalore branch was opened in 1998. The branch is just 1 km. from the International Airport and located at less than 16 kms. from Bangalore ICD. The nearest Sea Port is Chennai Port, approx. 350 kms. Bangalore ICD has CONCOR service connecting Chennai Port and Cochin Port by rail.

The key contact person of FEI Bangalore is Mr. Thomas Varghese. The branch handles both Freight and Customs clearance of Import/Export by Air/Sea. The major cargoes handled include Garments, Engineering Goods and Vaccines (perishable). The staff members enjoy a good rapport with customs, airlines, shipping lines and local transporters and this helps them handle their tasks without any hassles.

Most of the airlines have direct service to/from Bangalore airport. The main airlines operating from Bangalore includes British Airways, Emirates, Singapore Airlines, Lufthansa, Malaysian, Thai Airlines, SriLankan etc. The shipping lines use Chennai Port as gateway and move the shipment to Bangalore by rail. Our Bangalore office covers other major parts of Karnataka and Tamilnadu like Mysore, Hoskote, Mangalore, Udupi, Hubli, and Hosur.

It is an upcoming branch and we wish them all the very best!



“Our lives begin to end the day we remain silent on things that matter”

- Martin Luther

ANGER - The Misunderstood Emotion

Anger is an emotion which is experienced by everybody. It is not abnormal to be angry. Anger is healthy until it is expressed controllably. When it is uncontrollable it may disturb the relationship with family and colleagues. It has adverse effects on our life quality. Anger can be expressed assertively to get positive response and better situation. If anger is repressed it is unhealthy and to express it impulsively may give momentary relief, but inevitably it will give negative consequences. So to change our angry responses, we need to understand from where it comes.



Anger can be controlled by simple techniques. Relaxation tools such as deep breathing can help calm down angry feelings. Breathing deeply and repeating soothing words like "take it easy" will enable you to reduce anger. Practice this technique daily. Yoga and meditation are other ways to relax. The best way is to change the way you think.

Following is an anger self test. Answers can be given in yes or no.

1. Do you feel tense many a time?
2. Are you unable to say / express what is on your mind?
3. When you are upset, do you try to forget it by watching TV, reading a book or magazine?
4. Are you addicted to smoking to help you calm down?
5. Do you have trouble with sleep?
6. Do you feel misunderstood or not listened to many a time?
7. Do people say that you curse a lot?
8. Do you hurt your loved ones when you are angry?

If you answered "YES" to 0-3 questions you could benefit from relaxation.

If you answered "YES" to 3-5 questions you are moderate and need to learn more about your stress management. If you answered "YES" to more than 6 questions you have an anger problem and need to take the help of a counselor.

Nishin Jayaprakash

A HEART WARMING LETTER FROM Mr. Vittorio Crosignani

Dear Pratap,

When I was coming back from other trips it was quite easy to write some thanking message. Back from India now I think words are not sufficient to tell you about my positive feeling, after my staying with your FEI family. I can only write in capital letters "THANKS TO ALL OF FEI FAMILY I MET". Great people, starting from you, Abhijeet, Radha. The welcome I had was simply fantastic, the organization of visits and assistance during them very professional. Only one big regret, let me talk about it, I never met your wife!! Your words about her, your writings about her, your emotion and your heart pain, when she comes to your mind, it was a teaching of life for me. I could not believe that love for one's wife would be so deep. Also thank you for that, Pratap! I have new warm and true friends in India now! All above will be a further incentive for me and my people to work hard in order to reach the agreed target. As I told your people during last meeting, I believe now FEI is not only a good organization but a 'very' good one. I do not want to miss the chance to further develop Indian traffics with you, and you can be sure about my personal daily support to reach the goal, involving and motivating my people on project.

Thanks again for everything Pratap (by the way I took some flowers received by your people back with me, they are in my home now, just to have my Indian friends close to me for a few days more)

Have a nice week.

Best regards
Vittorio Crosignani

"Nothing can be changed by changing the face, but everything can be changed by facing the change"

ARE YOU A VICTIM??

Falling prey to fraudsters online is common these days. This message is to inform and educate you on precautions you must take to ensure that you are not a victim of these fraudsters. Please carefully read through and adopt these safe banking practices.

Be careful when responding to e-mails:

You may get messages that seem like they are coming from Banks seeking confidential information. This activity is commonly known as 'phishing'. Through such messages, you may be directed to website appearing to be genuine, and asked to key-in your confidential information.

Beware of such messages!

Please always bear in mind that:

- Banks will never ask for any confidential information such as password, customer ID and so on over an email.
- A phishing email will normally have a tone of urgency like "Your account will be temporarily suspended" and therefore please "Login to keep your account active."
- Please remember, the bank will NEVER send such e-mails to its customers.
- If you are doubtful about the credibility of the email, please DO NOT click on any link provided in the email. This may trigger malicious codes being installed on your PC.
- Before you share any information on a website in response to an email, always assure that the URL shown in the email matches the URL of the bank website. If it does not, you have valid reason to suspect there's something fishy.
- Check for the security pad lock icon at the bottom right side of the web page, when you are connected to the Net Banking site.

Ensure your Personal Computer is protected:

Fraudsters send genuine-looking e-mails that contain viruses and Trojans (A Trojan refers to a program that appears to be safe, but hidden inside, is usually something harmful, probably a virus). These viruses / Trojans, install a malicious code on your PC without your knowledge. They extract your confidential information that fraudsters use to access your bank account.

Here are a few important action points that you should bear in mind:

- Keep your PC updated with the latest anti-virus / anti-spy ware software.
- Install a personal firewall on your PC to protect your account.
- Keep your PC updated with the latest security patches and, most importantly do not click on links or open attachments in unknown or unsolicited (spam) e-mails

DO NOT transfer funds to OR share your account details with, unknown / non-validated sources:

Many phishing fraudsters are located overseas. They need a Money Mule to route the money into their country of origin. A Money Mule is someone who receives the illegal funds into his account, withdraws it and sends it to the fraudster after keeping his commission. This may be easy money, but is illegal. Such requests could come to you through e-mails, advertisements on genuine recruitment web sites, instant messaging / SMS, and advertisements in newspapers and even on social networking web sites.

Follow these Dos and Don'ts:

- Do not get conned by e-mails offering you a chance to make 'easy money', especially if it is coming from overseas.
- Check out the company making you a job offer. If any fund transfer to them is involved, check their contact details to find out if they are genuine.
- NEVER share your bank details.
- Beware of ads / notices seeking 'UK Representatives' or 'Agents' to act on their behalf for a period of time.
- Should you get any suspicious email, **IMMEDIATELY DELETE IT.**

CAUTION:

Remember, if you agree to participate in any such money transfer schemes for a commission, you are performing an ACT that is ILLEGAL.

Be aware, practice safe computing rules.

ATTITUDE IS EVERYTHING

ATTITUDE



Jerry was the kind of guy you would love to hate. He was always in a good mood and always had something positive to say. When someone would ask him how he was doing, he would reply, "If I were any better, I would be twins!"

He was a unique manager because he had several waiters who had followed him around from restaurant to restaurant. The reason the waiters followed Jerry was because of his attitude. He was a natural motivator. If an employee was having a bad day, Jerry was there telling the employee how to look on the positive side of the situation.

Seeing this style really made me curious, so one day I went up to Jerry and asked him, "I don't get it! You can't be a positive person all of the time. How do you do it?"

Jerry replied, "Each morning I wake up and say to myself, 'Jerry, you have two choices today. You can choose to be in a good mood or you can choose to be in a bad mood.' I choose to be in a good mood. Each time something bad happens, I can choose to be a victim or I can choose to learn from it. I choose to learn from it. Every time someone comes to me complaining, I can choose to accept their complaining or I can point out the positive side of life. I choose the positive side of life."

"Yeah, right, it's not that easy," I protested.

"Yes, it is," Jerry said. "Life is all about choices. When you cut way all the junk, every situation is a choice. You choose how you react to situations. You choose how people will affect your mood. You choose to be in a good mood or bad mood. The bottom line: It's your choice how you live life."

I reflected on what Jerry said. Soon thereafter, I left the restaurant industry to start my own business. We lost touch, but I often thought about him when I made a choice about life instead of reacting to it.

Several years later, I heard that Jerry did something you are never supposed to do in a restaurant business: he left the back door open one morning and was held up at gunpoint by three armed robbers. While trying to open the safe, his hand, shaking from nervousness, slipped off the combination. The robbers panicked and shot him. Luckily, Jerry was found relatively quickly and rushed to the local trauma center.

After 18 hours of surgery and weeks of intensive care, Jerry was released from the hospital with fragments of the bullets still in his body.

I saw Jerry about six months after the accident. When I asked him how he was, he replied, "If I were any better, I'd be twins. Wanna see my scars?"

I declined to see his wounds, but did ask him what had gone through his mind as the robbery took place. "The first thing that went through my mind was that I should have locked the back door," Jerry replied. "Then, as I lay on the floor, I remembered that I had two choices: I could choose to live, or I could choose to die. I chose to live."

"Weren't you scared? Did you lose consciousness?" I asked.

Jerry continued, "The paramedics were great. They kept telling me I was going to be fine. But when they wheeled me into the emergency room and I saw the expressions on the faces of the doctors and nurses, I got really scared. In their eyes, I read, 'He's a dead man.'"

"I knew I needed to take action."

"What did you do?" I asked.

"Well, there was a big, burly nurse shouting questions at me," said Jerry. "She asked if I was allergic to anything. 'Yes,' I replied. The doctors and nurses stopped working as they waited for my reply. I took a deep breathe and yelled, 'Bullets!' Over their laughter, I told them, 'I am choosing to live. Operate on me as if I am alive, not dead.'"

Jerry lived... thanks to the skill of his doctors, but also because of his amazing attitude. I learned from him that every day we have the choice to live fully. Attitude, after all, is everything.

ADITYA

HAPPY BIRTHDAY DEAR YOUNG LEADER



He joined FEI way back in 1997 as the Branch Manager of Ahmedabad and was instrumental in opening the Baroda Branch four years ago. He completed his schooling from Bhartana in Uttar Pradesh, then graduated and did his Post Graduate Diploma in Import & Export Management from Gujarat University. He even cleared the Rule 9 Exam of the C.H.A. Licensing regulations 1984.

He is known in this industry as a hard worker, soft yet tough, simple man. He is soft spoken and his calm nature makes him stand out in the crowd. He loves to watch late night TV shows and is a music lover. Wondering who he is????

HE IS NONE OTHER THAN OUR VICE PRESIDENT (OPERATIONS) MR. RAJESH MEGHRAJANI.

Mr. Rajesh Meghrajani is celebrating his birthday on 5th February. FEI Duniya wishes him a very happy birthday and a prosperous year ahead.

May all your dreams come true!!

You can send in your greetings at rajesh@feicargo.net



" Airport will shape business location and urban development in the 21st century as much as highways did in the 20th century, railroads in the 19th and seaports in the 18th. "

BIRTHDAYS IN FEBRUARY

DATTATRAYA MANE	PUNE	3 rd Feb
RAJESH MEGHRAJANI	AHMEDABAD	5 th Feb
KANDARP MEHTA	AHMEDABAD	5 th Feb
GIRISH M. MAKWANA	AHMEDABAD	15 th Feb
REKHA CHAUDHARY	DELHI	16 th Feb



ANNIVERSARIES IN FEBRUARY

VENKETESH CHETTIAR	DELHI	6 th Feb
RAMESH MOTIANI	AHMEDABAD	10 th Feb
DATTATRAYA P. SONAWANE	PUNE	11 th Feb
VIPUL VYAS	PCL-AHMEDABAD	11 th Feb
SANJAY SAWANT	MUMBAI	14 th Feb
RAJVEER SINGH CHAUHAN	DELHI	18 th Feb
SACHIN M. TALDEOKAR	MUMBAI	22 nd Feb
ADITYA TEWARY	AHMEDABAD	25 th Feb
SHAM TALASHILKAR	MUMBAI	25 th Feb
FAHIM AHMED	KOLKATTA	28 th Feb



HOLIDAYS IN FEBRUARY

BASANT PANCHMI MONDAY 11th Feb PCL-DELHI

FEI FAMILY IS GROWING...

Tanya Pal, our Mr. Vinod Pal's (Delhi) little angel

NEW MEMBERS

SATISH W. RANE	MUMBAI	FEI
SURENDRA PRATAP SINGH	MUMBAI	FEI
RAJENDRA S. JADHAV	MUMBAI	FEI



“Imagination will often carry us to worlds that never were. But without it, we go nowhere”

THINK ABOUT IT!!

1. Name the five wealthiest people in the world?
2. Name the last five winners of Miss India contest?
3. Name the last five male Wimbledon trophy winners?
4. Name ten people who have won nobel prize?
5. Name the last five Oscar award winners for the best actress?

What's your score?? How did you do??

The point is none of us remember the headlines of yesterday. Mind you these were no second rate achievers. They were best in their fields.

But the applause dies, awards and achievements are forgotten and certificates are buried with their owners.

There's another quiz. See how you score on this one.

1. List five teachers who aided your journey through school?
2. Name three friends who have helped you through difficult times?
3. Name five people who have taught you something worthwhile?
4. Name five people who have made you feel appreciated?
5. Name five people you enjoy spending time with?

What's your score?? How did you do??

Easier? Wasn't this quiz a thousand times better than the former one?

Remember that the people who make a difference in your life are not the ones with the most money, the most talent, the most power, the highest intelligence, or the most awards.

The ones who make a difference in your life are the ones who encourage you, care about you, correct you at the risk of losing you, tell you what you need to hear and not what you want to hear and are ready to help you no matter how, how much, when, what and where.

Parents... Yes... Other blood relations... Yes & No... Friends... Only if you have been extremely careful when making them...

Think about it!!



Our Founder Director, late Mrs. Shailaja Nair's pet concept for FEI's 2008 calendar has received a very positive response. We are sure that God will convey to her this little success story...

"We just received the calendars you sent - thank you so much. They are very impressive and informative. You are to be commended for supporting these organizations in this way. Happy New Year!"

- Becca Quinn International Agent Relations Manager Team World wide®



**Kumudben Dwarkadas Vora
Industrial Home For Blind Women**

"We appreciate the platform you have given NGOs such as ourselves and congratulate you the same."

- Joan Manohar Head - Product Development

"We wish to thank you for making the efforts to produce Table calendar for the year 2008. This will really help us and hope my institution will be "Globally Known" and it will inspire people around the world to help us to help the visually impaired."

- Mrs. Chitra Deshmukh Superintendent



National Addiction Research Centre

"The effort is excellent and praiseworthy. We appreciate the effort and thank you featuring NARC."

- Shobhana Mannadiar Executive Director

FEI Delhi branch office has been shifted from District Centre, Janakpuri to Nehru Place w.e.f. 21st January 2008.

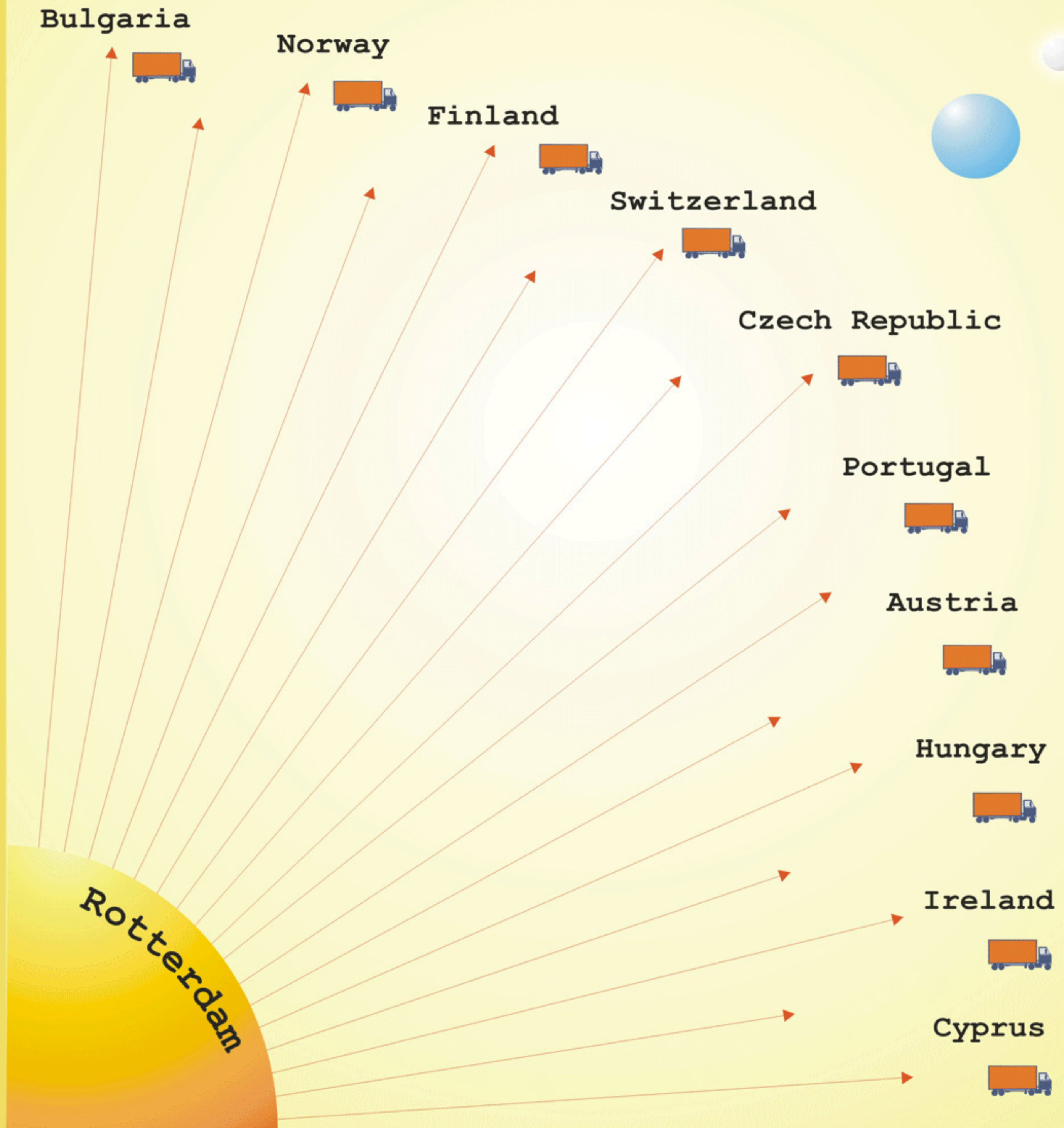
Please note the new address and contact details :

406, Shakuntala Building, 4th Floor, 59, Nehru Place, New Delhi-110019 • Tel: 011-26227591, 26227592, 41607121, 65392544 • Telefax: 011-26227592

• Mobile: 9811405004, 9312438226 • Email: delhi@feicargo.org, delhi@feicargo.net.

DAY NIGHT. DAY NIGHT. DAY NIGHT

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Regd. Off.: 11 V.G.P. Murphy Square, St. Thomas Mount, **Chennai** 600 016 Tel: 22322347/48 Mobile: 09381056609 Email: info@pclship.net