

## From the CEO's Desk

Dear Friends,

### THERE IS ALWAYS ROOM FOR IMPROVEMENT

From the many positive comments that I receive from our customers and partners from time to time, I have no doubt that we are good in our field. The two awards that we have received for the quality also speak volumes about us and our service levels.

However, please do not forget the cardinal principle of Life and Work, "We can always find some room for further improvement". If you are currently doing something good, you can do it better. If you take 15 minutes to do something, you can try to do the same in 10 minutes without sacrificing the quality. If you take 2 days to clear a shipment, try to do it in 1 ½ days. If you have a track record of 30 days collections, you can try for 25 days and so on.

When we carry on our journey with this feeling of continual improvement, we will never get stagnated and can do more work, creating systems at all levels, in everything that we do. Your persistent efforts to improve will keep us on top as far as quality and service levels are concerned. I would like FEI Group to be the best and not the biggest.

I am sure each one of you will make it happen.

Thanks & Best Regards  
Pratap Nair

## HOLI

### Holi

(Hindi) or Phagwah (Bhojpuri) is a popular, Hindu spring festival, observed in North India and Nepal, also called the Festival of Colours. In West Bengal, it is known as Dolyatra (Doljatra) or Boshonto Utshob ("spring festival"). On the first day, bonfires are lit at night to signify burning the demoness Holika, Hiranyakashipu's sister. On the second day, known as Dhulandi, people spend the day throwing coloured powder and water at each other. A special drink called thandai is prepared, sometimes containing bhang (Cannabis sativa). People invite each other to their houses for feasts and celebrations later in the evening.

In Vaishnava Theology, Hiranyakashipu is the king of demons and he had been granted a boon by Brahma, which made it almost impossible for him to be killed. The boon was due to his long penance, after which he had demanded that he not be killed "during day or night; inside the home or outside, not on earth or on sky; neither by a man nor an animal; neither by astra nor by shastra". Consequently, he grew arrogant and attacked the Heavens and the Earth. He demanded that people stop worshipping gods and start praying to him. Despite this, Hiranyakashipu's own son, Prahlad, was a devotee of Lord Vishnu. In spite of several threats from Hiranyakashipu, Prahlad continued offering prayers to Lord Vishnu. He was poisoned but the poison turned to nectar in his mouth. He was ordered to be trampled by elephants yet remained unharmed. He was put in a room with hungry, poisonous snakes and survived. All of Hiranyakashipu's attempts to kill his son failed. Finally, he ordered young Prahlad to sit on a pyre on the lap of his sister, Holika, who could not die by fire by virtue of a shawl which would prevent fire affecting the person wearing it. Prahlad readily accepted his father's orders and prayed to Vishnu to keep him safe. When the fire started, everyone watched in amazement as the shawl flew from Holika, who then was burnt to death, while Prahlad survived unharmed, after the shawl moved to cover him. The burning of Holika is celebrated as Holi.



## Attractiveness of Vizhinjam as a mega container transshipment terminal

With container vessels becoming ever larger, requiring increased draughts at berths and deeper, wider and larger approach channels, many port authorities and terminal operators have been struggling to cope with the infrastructure demands of a changing sector. In such a scenario, ports that can offer natural depth and in close proximity to international sea routes have become attractive from the point of view of efficiency and economies of scale. One such facility is Vizhinjam, according to renowned sectorial expert Dr. Jose Paul. The fact that Vizhinjam may be able to provide vessels drawing a draught of 20 m. at less than one fifth of the cost at Cochin is yet another attraction for Vizhinjam to emerge as a mega container transshipment terminal in the entire south Asian region.

One of the key requirements of any port to be developed as container transshipment terminal is its geographical location.

### Let's be Different and make a Difference in Others

Believe while others doubt  
Plan while others play  
Study while others sleep  
Decide while others delay  
Prepare while others daydream  
Begin while others procrastinate  
Work while others wish  
Save while others waste  
Listen while others talk  
Smile while others frown  
Commend while others criticize

MRS. SHEEN



**B**  
BARODA  
RANCH

FEI BARODA is situated in the heart of Alkapuri, at Center-Point which is a 10-storeyed commercial building with shopping malls on the ground floor. ICD-Dashrath from where all Export & Import activities are carried out is located at about 12 kms. from the office. Apart from this, CONCOR (Container Corporation of India) is also situated at a short distance from the office. ICD-Dashrath is the only dry port in Baroda from where all export & import activities are carried out. FEI BARODA was started in the year 2003, in the month of October with two persons i.e. Mr. Hitesh Patni, Manager-Operations & Marketing and Mr. Amit. By God's grace and fullest co-operation from Rajesh Sir, Nair Sir and also from our FEI family, Baroda branch has grown gradually. It is now supported by a staff of seven persons. Right from its commencement, FEI BARODA has been increasingly getting acquainted with more and more clients and building better relations with them. Sincere efforts are made to serve the clients better. The office was started with just two clients, namely M/s Ratnaveer Stainless Products Pvt. Ltd. and M/s Akshay Inorganics. Today, the clientele has increased manifold within a span of three years! Some of the major clients are M/s Ratnaveer Stainless Products Pvt. Ltd., M/s Akshay Inorganics, M/s Associated Transrail Structures Ltd., M/s KDAC Chem. Pvt. Ltd., M/s Paramount Ltd., M/s Greenovat Organics, M/s Gyptech Systems, M/s Universal Medicap Ltd., M/s Aroma De France, M/s MBH Power Pvt. Ltd. and many more... FEI BARODA's activities include Air Exports (Mumbai & Ahmedabad), Air Imports (Mumbai & Ahmedabad), Sea Exports, Sea Imports (Mumbai) & Consolidation (Sea & Air). FEI BARODA also handles an average of sixty FCLs including export and import containers and twenty LCL shipments every month. We are proud of you FEI BARODA. Keep up the good work!!!

## BIRTHDAY GIRL

She is pretty... She is smart... She is like a beautiful butterfly spreading her fragrance wherever she goes. Her exquisite presence and graceful persona enchants everyone she meets. Still thinking who she is?? She is our very own Mrs. Bala Ramesh of Corporate Office. This bubbly lady from Kerala joined FEI in the year 2005. She has done her graduation from Calicut University in the year 1999. When you meet her you will actually understand as to why people say "Laughter is the Best Medicine". She celebrates each and every moment of her life and that is what makes her special. She is celebrating her birthday on 18<sup>th</sup> March and FEI DUNIYA wishes her a very **HAPPY BIRTHDAY** and a marvelous year ahead.

May all your wishes come true!!!

You can send in your greetings at [corporateoffice@feicargo.net](mailto:corporateoffice@feicargo.net)



## 10 THINGS TO DO



**BEFORE 31 MARCH 2008. THE INCOME TAX DEPARTMENT DOES NOT WANT TOO MANY PAPERS AS PROOF OF INVESTMENTS MADE OR EXPENSES INCURRED, BUT, IT'S ALWAYS BETTER TO FILE THEM NOW.**

- 1) If you are claiming deduction for house rent allowance on account of actual rent paid. Collect the rent receipts from the owner and keep them in your possession.
- 2) If you have donated to charitable trust, obtain a receipt and also a certificate saying the trust is an approved one under Section 80 G of the Income Tax Act, 1961.
- 3) Collect all your bank statements and TDS certificates, if any. This will help you calculate your earning from bank interest and deposit advance tax if required.
- 4) If you have a running home loan, you must collect the certificate of repayment of principal amount and the interest paid during the financial year from the bank.
- 5) In case you have changed employment during the financial year, you have to go back to your previous employer and collect the Form 16.
- 6) If you are claiming an interest-paid deduction on an educational loan, get a certificate of repayment made in the financial year where the interest is stated separately.
- 7) If you received any gifts during the year, please collect the gift deeds. The deeds should clearly state that you received the gift without any consideration.
- 8) In case you are claiming a deduction for any medical disability under Section 80 U, do not forget to collect a certificate of disability from an authorized doctor.
- 9) If you are claiming deduction for payment of health insurance premium, you need to keep the premium receipt indicating that the premium was paid in cheque.
- 10) Keep all receipts for contributions made to schemes listed under Section 80 C, such as insurance payment, PPF, ELSS and children's tuition fees.



MRS. LAKSHMI VENKAT

**FEI NEWS  
THE RISING  
GREY LINE**

People above 60 yrs will comprise 11.5% of the population by 2025.

Year	People above sixty(million)	% of Total
2005	86.66	7.5
2010	97.35	8.0
2015	117.77	9.0
2020	140.85	10.2
2025	166.35	11.5



**Senior  
Citizen**

**Executive Summary**

- A UN report says India will have 170 million people above sixty years of age in the next 20yrs.
- There is no old age pension system in India. Only 11 % of the workforce has retirement policies.
- We need serious pension reforms to tackle the growing ageing population within the context of social security.

India's urban population will be 37% of the total by 2025, according to the UN. Average life expectancy will go up to 70yrs.

Source: UN department of Economic & Social affairs.

(Contributed by Mr. Amit Mistry)

**CAN WE EVER DO THIS ??**

It was a sports stadium. Eight children were standing on the track to participate in the running event.

**\*Ready! \*Steady! \*Bang!!!**

With the firing of the toy pistol, all eight girls started running. Hardly have they covered 10 to 15 steps, one of the smaller girls slipped and fell down. Due to bruises and pain she started crying. When the other seven girls heard her cries, they stopped running, stood for a while and turned back. They all ran back to the place where the girl had fallen down. One among them bent, picked and kissed the girl gently and enquired 'Now your pain must have reduced'. All seven girls lifted the fallen girl, pacified her, two of them held the girl firmly and they joined hands, walked together and reached the winning post.

The officials were shocked. A thunderous sound of applause filled the stadium. Eyes were filled with tears and the message perhaps had reached GOD. Yes! This happened in Hyderabad recently. The sport was conducted by National Institute of Mental Health. All these special girls had come to participate in this event and they were spastics and mentally challenged. So what did they teach this world? Teamwork? Humanity? Equality among all?

Successful people help others who are slow in learning so that they are not left far behind.  
This is really a great message... spread it!!! We can't do this ever, because we have brains!!!!!!!

Contributed by Mr. Jigar Vyas

## Be a Good DONKEY!



One day a farmer's donkey fell down into a well. The animal cried piteously for hours as the farmer tried to figure out what to do. Finally, he decided the animal was old and the well needed to be covered up anyway; it just wasn't worth it to retrieve the donkey.



He invited all his neighbours to come over and help him. They all grabbed a shovel and began to shovel dirt into the well. At first, the donkey realized what was happening and cried horribly. Then, to everyone's amazement he calmed down.

A few shovel loads later, the farmer finally looked down the well. He was astonished at what he saw. With each shovel of dirt that hit his back, the donkey was doing something amazing. He would shake it off and take a step up.

As the farmer's neighbours continued to shovel dirt on top of the animal, he would shake it off and take a step up. Pretty soon, everyone was amazed as the donkey stepped up over the edge of the well and happily trotted off!



Life is going to shovel dirt on you, all kinds of dirt. The trick to getting out of the well is to shake it off and take a step up. Each of our troubles is a stepping stone. We can get out of the deepest wells just by not stopping, never giving up! Shake it off and take a step up.



1. Free your heart from hatred - Forgive.
2. Free your mind from worries - Most never happen.
3. Live simply and appreciate what you have.
4. Give more.
5. Expect less

Think like a donkey.....does this make sense....  
If you think 'no' then something is wrong with your senses.....

**We make a living  
by what we get  
we make a life by  
what we give**

**- Winston Churchill**

## BIRTHDAYS IN MARCH



MANOJ KUMAR VERMA	DELHI	1-Mar	PCL
TRUPTI PATANKAR	MUMBAI	8-Mar	
RAMESH MOTIANI	AHMEDABAD	9-Mar	
VINAYAGAM P. TIRUPUR	TIRUPUR	9-Mar	
RAVINDAR J. KERKAR	MUMBAI	12-Mar	
BALA RAMESH	MUMBAI	18-Mar	
APARNA PATHAK	BARODA	25-Mar	
B. KARKUVELRAJ	TIRUPUR	25-Mar	PCL
CHIRAG TRIVEDI	AHMEDABAD	25-Mar	
VINOD NAMBIAR	MUMBAI	30-Mar	

## ANNIVERSARIES IN MARCH



K. SURESH	CHENNAI	13-Mar
DILIP MOPKAR	MUMBAI	23-Mar

## HOLIDAYS IN MARCH

MAHA SHIVRATRI	5-Mar	Wed	Kochi
MAHA SHIVRATRI	6-Mar	Thurs	Hyderabad, Delhi, FMI
GOOD FRIDAY/HOLI(1 <sup>ST</sup> DAY)	21-Mar	Fri	Bangalore, Chennai, Kochi, Tuticorin, Delhi, Kolkatta, FMI, PCL, Delhi
HOLI(2 <sup>ND</sup> DAY)/DHULATI	22-Mar	Sat	Ahmedabad, Baroda, Delhi, FMI, Mumbai, PCL Delhi

## NEW MEMBERS

RAJU B. KALAL	AHMEDABAD	FEI	JAN
SHARMILA V. GAVANKAR	MUMBAI	FEI	JAN
ARVIND SHARMA	MUMBAI	FEI	FEB
FLAVIA B. MIRANDA	MUMBAI	FEI	FEB
PREETHI K. MENON	MUMBAI	FEI	FEB
NEMI CHAND KUMAWAT	JAIPUR	FMI	JAN
ARUN PANDEY	KANPUR	FMI	JAN
RAMRATAN P. SHARMA	KOTA	FMI	JAN
YOGENDRA K. NAMA	KOTA	FMI	JAN

## **IMPORTANT! PLEASE DO NOT IGNORE!!!**

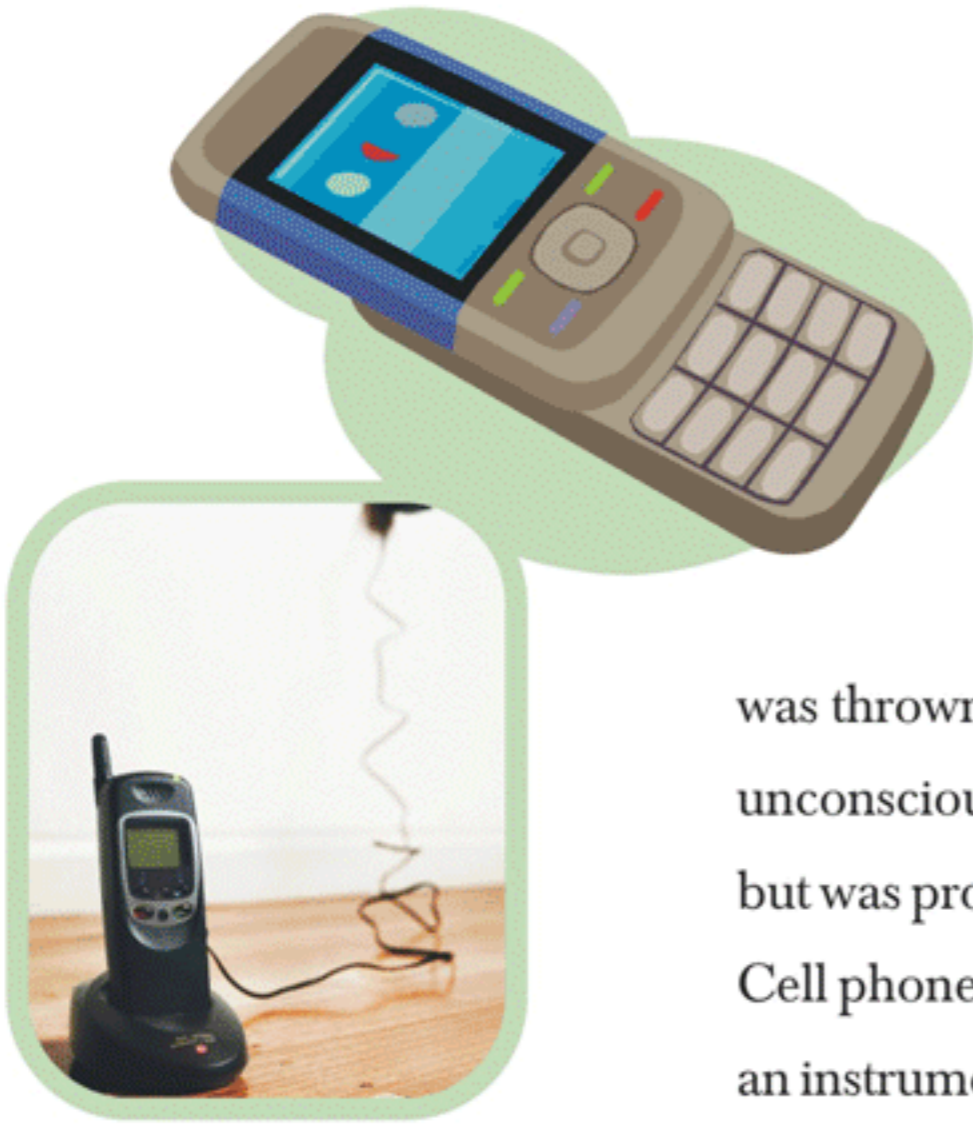
Do not charge your mobile phone the whole night and DON'T keep it near you while charging

I HOPE YOU'RE NOT DOING THIS!!!

Never, ever answer a cell phone while it is being CHARGED!! A few days ago, a person was recharging his cell phone at home. Just at that time, a call came in and he answered it with the instrument still connected to the outlet. After a few seconds, electricity flowed into the cell phone unrestrained and the young man

was thrown to the ground with a heavy thud. His parents rushed to the room only to find him unconscious, with a weak heartbeat and burnt fingers. He was rushed to the nearby hospital, but was pronounced dead on arrival.

Cell phones are a very useful modern invention. However, we must be aware that it can also be an instrument of death. Never use the cell phone while it is hooked to the electrical outlet!



## **Remembering Shailaja**



Shailaja loved life in all forms.  
She would get irritated, if someone  
called her pet, a dog.  
Shailaja would always insist upon  
calling it by name, "Jimmy"  
Jimmy is missing her as much as we are.

We are the people our  
parents warned us about  
- Jimmy Buffett



## Two of a kind

Namaste! Bonjour!

FEI brings together, the world's most wonderful bouquets of freight services for all your cargo from India to France and from France to India. At the best prices ever.

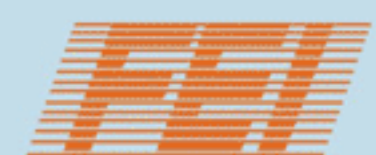
Yes! Oui!

To benefit from our French connection, email your query to [france@feicargo.in](mailto:france@feicargo.in)

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