



FEI DUNIYA

IT'S YOUR WORLD

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EMBRACE THE **JOURNEY.**

Believe in your path.
Trust your growth.
Become your best self.





Ahmedabad



AWAKENING THE *Celebration* WITHIN

A Book That
Changed the Way
I Look at Sales
& Life

*"True celebration is not waiting
for something to happen; it is
learning to appreciate what is
happening within you."*

Awakening the Celebration Within
gave me a simple but powerful message:



We often search for happiness in achievements, success and recognition, but real fulfillment begins within ourselves.

I connected this deeply with my sales journey at
FEI Cargo Ltd.

In sales, we naturally celebrate when we close a deal,
achieve a target or win a customer.

But what about the days when we don't?

This book taught me to celebrate the effort, learning and
growth behind every day.



A customer
saying NO
can teach me
resilience.



A difficult
negotiation can
build confidence.



A follow-up
can teach
patience.



A new enquiry
can create hope.



A successful
conversion can
create gratitude.

"Don't wait for the result to celebrate the journey."

The book helped me understand that our
attitude determines how we experience our
journey.

↓ If I depend only on successful sales to feel
motivated, my motivation will go up and down.

↑ But if I learn to appreciate every small
improvement, I can stay positive even during
difficult days.

What Sales Taught Me Through This Book

- | | |
|--------------|------------------------|
| 🛡️ Rejection | → I become stronger. |
| ⚡ Challenges | → I become wiser. |
| 🎯 Follow-ups | → I become consistent. |
| 🏆 Success | → I become grateful. |
| 📈 Every day | → I become better. |



The biggest lesson I take from the book is:

"Celebrate who you are becoming, not only what you are achieving."

Today, I don't see sales only as a target.

I see it as a journey of personal transformation building my

confidence, communication, patience, discipline and positive mindset.

My Final Thought

The customer may decide whether I win the business, but I decide whether I win the day.



And I win the day when I learn something, help someone, give my best and move one step forward.

“ The celebration doesn't begin when I achieve success. The celebration begins when I learn to appreciate the journey.”

Before I conclude, I would like to sincerely thank our Chairman, **Mr. Pratap Nair sir**, for giving me the opportunity to read and learn from Awakening the Celebration Within, through **Mr. John Peter sir**.

This book came to me as more than just a book—it became an opportunity to reflect, learn and change my perspective towards my work and life.

I am grateful for this thoughtful initiative, because sometimes one book can change the way we see ourselves, our challenges and our journey.



"The right book at the right time can become a turning point in our life."

Thank you, sir, for giving me this opportunity to learn, grow and discover the celebration within.



Vishnu Varthan
(Chennai office)



ORIGINS

1911



It's the world's first airmail as Hari Pequet flies 6,500 letters from Allahabad to Naini on Humbar biplane.

HISTORY OF INDIAN

aviation

1912



Indian State Air Services and Imperial Airways open a London-Karachi-Delhi route, India's first international flight.

1915



Tata Sons launches regular airmail service, Karachi-Madras. The subcontinent has its first airline.

1924



Civil airports-built Dum Dum (Calcutta), Baramulla (Allahabad) Gilbert Hill (Bombay).

1927



The government steps in as the Department of Civil Aviation is established and an Aero Club of India is founded.

1932



J.R.D. Tata personally pilots the first Tata Airlines flight, from Karachi to Bombay via Ahmedabad in a Puss Moth, carrying airmail It's the birth of India's first scheduled airline, Tata becomes known as the "Father of Civil Aviation in India".

1933



Tata Airlines logs 1.5 lakh miles, carries 155 passengers, moves 10.71 tonnes of mail.

JODHPUR: Gateway to the east

1924



Maharaja Umaid Singh (born 1903, same year as the Wright Brothers flight) builds his vision, Jodhpur's first landing strip near Chittor Palace with RAF pilot certification.

1931



Umaid Singh establishes Jodhpur Flying Club with two de Havilland Gipsy Moths (VT-ARX, VT-ABY) Rs. 10,896 each. Geoffrey Goodwin joins as chief instructor. The club becomes a refuelling stop for 1980s record-breaker Jean Batten, Bart Hinider, Lores Bonney.

1933-34



Competition emerges as Indian Trans Continental Airways, Indian National Airways, and Madras Air Taxi Services launch,

1932



Jodhpur Aerodrome opens as a modern facility, gaining international standing before Delhi.

1938



Jodhpur becomes "Gateway to Far East" Regular commercial services of Air France, KLM, Imperial Airways connect India to Europe.



1939-45

RAF establishes the No.2 Elementary Flying Training School Flying training School at Jodhpur. The airfield expands for "Over the Hump" operations supporting the Allied war effort First IAF Plot Training Academy site.



1950

Post-Independence, airfields get modernised. Jodhpur Air Force Flying College operates until 1965.



1952

Maharaja Hanwant Singh uses UFC aircraft to campaign in India's first general election.

Nationalization

Post-1950

JFC closes after Umaid Singh's death (1947) and Indian Independence. Civil enclave develops alongside IAF base.



1946

Tata Airlines rebrands to Air India Ltd. as a public company.



1948

Air India International Inaugurates the first international flight, the Bombay London route with Lockheed Constellation.



1953

Air Corporations Act nationalise all private airlines. Nine carriers merge into two state monopolies: Air India international (International) and Indian Airlines Corporation (domestic). Private aviation exists for 37 years.



1960

Air India becomes Asia's first airline to operate an all-jet fleet. The Boding 707 "Gauri Shankar" enters service.

License Raj

1937

With the Indian Aircraft Act, civil aviation law is finalised.

1940

Hindustan Aeronautics Limited or HAL is founded in Bangalore. India begins building Its own aircraft.

1986

Private operators are allowed as air taxi operators.

1990

Air India, Indian Airlines, and IAF coordinate evacuation of 111,000 people from Amman to Mumbai in 59 days across 488 flights before the Gulf War A world record is set.

Return to private skies

1995

Infrastructure is consolidated as the Airports Authority of India (AAI) is formed by merging IAAI and NAA. 42 airlines now serve India,

1998

Cochin Airport open; India's first airport built entirely with private capital.



2003

Air Deccan launches. Captain G.R. Gopinath introduces Rs. 500-Rs.1,000 fares. Flying transitions from elite to accessible.

2005

Kingfisher launches with premium positioning SpiceJet follows, Indian skies are suddenly crowded with competing models.



InterGlobe launches IndiGo

2006

A new kind of airline arrives. Democratic. On time. Hassle-free. The rest is history.





**BLOOD
DONATION
DRIVE
@ FEI**



FRIENDS/VENDORS/CUSTOMERS/ FEI FAMILY MEMBERS



Thank You!

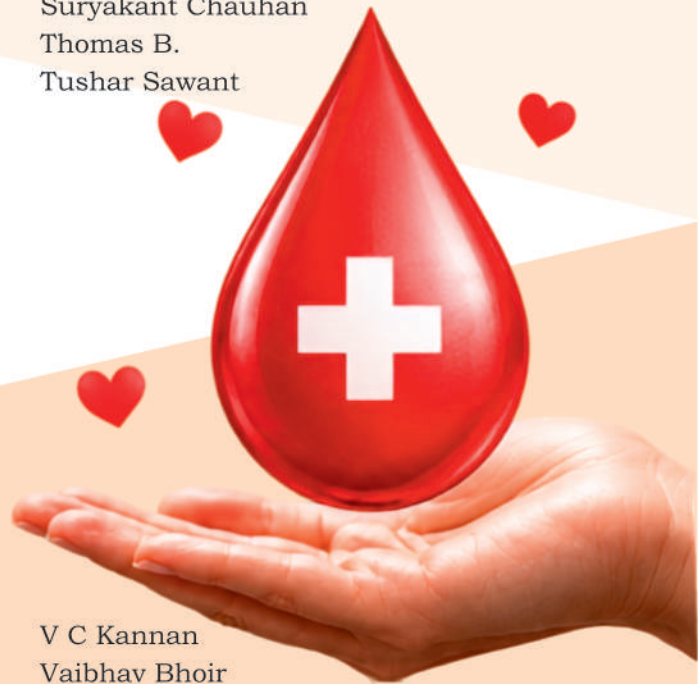
We extend our heartfelt thanks to all the donors, for donating at the blood donation drive organized by **Shailaja Nair Foundation**. Its success shows the value the donors hold towards sustaining life. We also extend our sincere thanks to all those who had come with the noble thought but couldn't do so, due to certain reasons. Your support and kind intent means a lot to us.

Abhijeet Nair
Abhishek Sharma
Abhishek Tiwari
Abirami R
Adarsh Prajapati
Aditya Mali
Ajay Padiyar
Akshay Joshi
Anil Makwana
Anil Zende
Anjaneyulu Pogula
Ankit Sharma
Ankush Baug
Arpit Patel
Ashish Sinkar
B. Lakshmanan
Bharat Patel
Carel Fernandes
Chandni N Kumar
Chirag Trivedi
Deepankar Tandel
Dhiraj Rathod
Divesh Chavan
Essakkiappan P
Faraj Ishakani
Ganesh Kumar
Ganesh Mapuskar
Ghanashyam Dake
Gokul Raja
Hareesh Kumar K
Harish Kumar
Harishkumar Mupaliar
Harshali Gawde
Hemant Solanki
Hemlatta Bhavsar
Hitesh Srimali
Jagdishbhai Mangroliya
Jagdishbhai Patel
Jaydeepsinh Chavda
Jeeva P
Jitendra Bhalodiya

Kala Sridhar
Kandarp Mehta
Kannadasan A
Karan Panchal
Kasish Yadav
Kirsten Gonsalve
Kripalsinh Zala
Krish Turkey
Krishna Kant Prajapati
Krishnapriya MM
Kumar Naidu
Kunal Surti
Kush Ashar
Mandar Chavan
Manoj Patil
Mayurbhai Parmar
Mayuresh Joshi
Mehul Agrawal
Milan Patel
Mital Chavda
Navanath Narawade
Nirmal Das
Nisha. A N
Om Parkash Yadav
Omprakash Devkate
Pankaj Kotak
Pankaj Sahu
Pon Selvam
Praful Hatankar
Pranav Nighot
Prasanna Kumar
Purav Jain
Rahul Kharpade
Rajesh Pal
Rajkumar Jaiswal
Ranajit Patra
Reeson PS
Rohan Pawar
Rupesh Karnekar
Sachin Sawant
Sagar Patel

Sampat Jadhav
Sandip Parmr
Sanjay Krishnan
Sankarashwari Esakki
Shreyansh Garg
Sineesh SG
Siyad PS
Sreenath M
Subhashree Jena
Sunil Tambye
Supriya Kanse
Suryakant Chauhan
Thomas B.
Tushar Sawant

V C Kannan
Vaibhav Bhoir
Vaishnavi Sonawane
Velkumar V
Vinayak Shetty
Vinod Pal
Viramsingh Chouhan
Vishal Mehta
Vishnu Varthan J
Vivek Doshi
Yadhunandan M
Yashvi Swami
Yogita Bhavsar
Yogesh Pawar



THE ONE MINUTE MANAGER

I wanted to take a moment of your time. I went through The One Minute Manager by Ken Blanchard & Spencer Johnson.

I read it and really liked how simple the concepts are. It basically says: set clear goals, praise quickly, and correct quickly. I found the concept of "catching people doing things right" very impactful. It focuses more on appreciation and timely feedback, which I feel can help improve our team's performance.



THE 3 SECRETS

1 One Minute Goals:
Set clear goals. Know what good performance looks like in under 250 words.

2 One Minute Praising's:
Catch people doing something right. Praise immediately and specifically.

3 One Minute Re-directions:
When someone messes up, address it fast. Re-direct the behavior, not the person.

Respect for time

Both manager and employee are busy.
"One Minute" isn't literal, it's about being direct, specific, and not dragging things out.
Huge in today's workplace.

It's about trust, not control

The whole model only works if you believe people want to do well. Goals + trust + quick feedback = people grow on their own. That's real leadership.

Bottom line:

Leadership isn't about controlling.
It's about setting clear goals, giving quick feedback, and making people feel valued.



Teja Sree Bheesetti
(Chennai office)



PIN code is gone, now comes DigiPIN

The Indian Postal Department has launched a new system for addresses. Now, the 6-digit PIN code will be replaced by a 10-digit **DigiPIN**.



What is DigiPIN?

- It's a **10-digit** digital code that gives the exact location of your home/shop.
- It provides precise address up to a **4-meter radius**, while the old PIN code covered the entire area.
- It was created jointly by **India Post+IIT Hyderabad+NRSC+ISRO**.
- It works offline too.

What will be the benefits?

- Mail/parcels will reach the right house**, no more wandering around streets and neighborhoods.
- Emergency services** - ambulance, fire brigade will get the exact location.
- E-commerce delivery** will be faster and more precise.
- Address issues in villages** and remote areas will be eliminated.

How to find your DigiPIN?

It's very easy



1 Go to the website:
[dac.indiapost.gov.in/
mydigipin/home](http://dac.indiapost.gov.in/mydigipin/home)



2 Select or search
for your location
on the map.



3 The 10-digit DigiPIN
will appear on the screen.

Just note it down and
you can use it in your
online orders, Aadhaar,
bank, etc.

PIN vs DigiPIN

Feature	PIN Code	DigiPIN
Digital	6 digital	10 digits
Coverage	Coverage large area	Precise up to 4 meters
who made it	Postal department	India Post+IIT+ISRO

That means now there's less need to
write "**House number 12, Street number 3.**"

*Just enter DigiPIN and the delivery person
will head straight to your doorstep.*

Our DigiPIN of the Corporate Office: **4FK 2P6F 53L**



RAKSHA BANDHAN

Celebration

Celebrating the bond of love, care and protection.

Raksha Bandhan was celebrated at FEI with warmth and togetherness, continuing a cherished tradition that has been part of the FEI Group for several years.

This year, Sister Tapaswini from the Brahma Kumaris graced the FEI Mumbai office with her presence on 31st August, from 10:30 a.m. to 11:30 a.m. As part of the tradition, Sister Tapaswini tied a Rakhi to the staff members, symbolising the beautiful bond of protection, respect and goodwill.

The celebration was made even more meaningful by Sister Tapaswini's heartfelt words on the art of living a fulfilling and purposeful life. She also led everyone through a short two-minute deep meditation, offering a moment of calm and reflection amidst the busy workday.

The session concluded with a collective pledge for an addiction-free India, reinforcing the importance of making positive and responsible choices for ourselves, our families and society.

It was a simple yet meaningful celebration that brought everyone together and reminded us of the values of care, positivity, inner peace and social responsibility.

FEI wishes everyone a very Happy Raksha Bandhan!

Om Shanti



FEI DUNIYA TRIVIA QUIZ WINNER

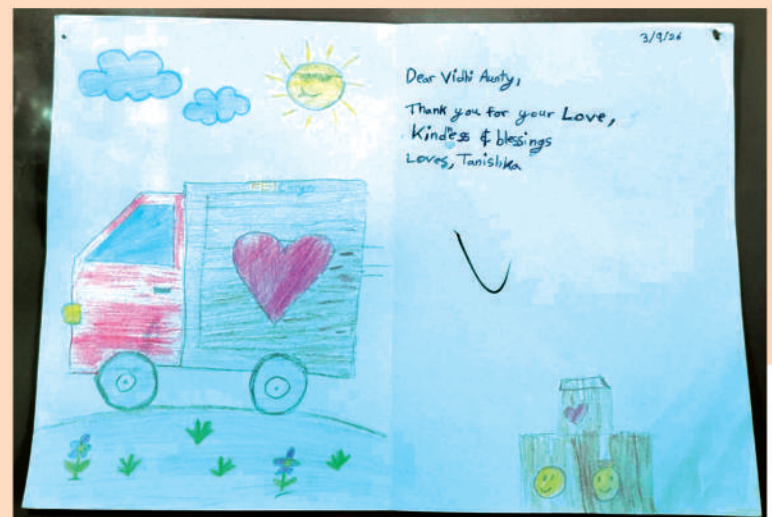


Ms Anjali Patil and Ms Carel Fernandes from the Corporate, are the first winners of the first trivia quiz that was published in the FEI Duniya. They were amongst the first 15 respondents to get the most correct answers.

Congratulations to
Anjali and Carel.

The first 15 respondents were Balagopal Balchandra and Jyoti Alhawati (Delhi), Soni Mudgal, Sumit Chauhan, Rashmi Shinde, Anjali Patil, Meghali Kadam, Kasish Yadav, Carel Fernandes, Manish Gupta and Karan Panchal (Corporate), Pushti Sharma (Gandhidham), Jayshree Menon and Sujata Nandar (Mumbai) and Helly Vaghela (Baroda).

Look forward to much greater participation in the coming months.



Inspirational drawing from our Young Gun **Ms. Tanishka** (Daughter of **Ms. Chandni N Kumar - Intl. Division**). This letter serves as a gentle reminder, that the Young Guns program is appreciated by one and all. Thank you Tanishka for this wonderful letter.

DID YOU KNOW

QUIZ FOR *September*

1. Dogs can understand upto _____ words and gestures.
2. Every year, the moon moves about _____ cms away from Earth.
3. The Sahara desert covers over _____ million square kilometers across North Africa.
4. Lord Mountbatten chose _____ (date), for transfer of power to India, because it marked the second anniversary of Japan's surrender in World War II
5. Five other countries also celebrate their independence on August 15: _____, North Korea, Bahrain, Liechtenstein, and the Republic of Congo.
6. The countries with the largest commercial ship fleets are Greece, Japan, and _____.
7. Nearly 96% of the world's shipping containers are manufactured in _____.
8. Onam is India's premier harvest festival, celebrated primarily in Kerala as a 10-day celebration of prosperity, equality, and the mythical homecoming of _____.
9. The traditional floral arrangements made during Onam is called _____.
10. The engine of a large container ship can produce _____ horsepower.

Dear FEI Family,

The first 11 FEI family members to submit their answers will be awarded, and the winners will also be featured in the next edition of FEI Duniya.

You can send your answers:

Via WhatsApp: **+91 75064 48201** & Via email: **hrm@feicargo.com**

We expect enthusiastic participation from everyone across FEI. Let us see who has been reading carefully and knows our company best!



TOP PERFORMERS FOR THE MONTH OF AUGUST 2026



Om Parkash Yadav

- ★ **Om Parkash Yadav** from Delhi office the Top Salesperson of the month.
- ★ **Delhi branch and Mumbai branch**, that has added the maximum number of customers in the month.



Delhi



Mumbai

MR. NAIR'S *Inspirational Quotes*



“ You having a different point of view does not make either of us wrong.
There is always another perspective. ”

“ Life gives us two gifts:
the first is a 'chance' and the second is a 'choice'.
A chance to meet many people in life,
and a choice to select the best ones to be part of our lives. ”

“ The strongest version
of you is ahead of you. ”

“ Happiness is a wondrous commodity:
the more you give, the more you get. ”

CELEBRATIONS FOR THE MONTH

BIRTHDAYS

01st	Mallikarjuna A. N.	Bangalore
01st	Rahul Yadav	Delhi
02nd	Atharv Patil	Mumbai
02nd	Felicia Castelino	Intl. Division
02nd	Rajesh Surve	Mumbai
03rd	Sanjib Sil	Kolkata
03rd	Supriya Kanse	Mumbai
04th	Sandeep Sawool	Mumbai
09th	Sreekutty Kumar	Bangalore
11th	Vijay Talawadekar	Mumbai
12th	Jagdish Maurya	Mumbai
12th	Vaibhav Malap	Mumbai
14th	Shankar Swami	Corporate
15th	Manoj Nikam	Corporate
16th	Zaid Asif Attar	Corporate
20th	Mukund Jadhav	Mumbai
23rd	Santosh Tayde	Ahmedabad
24th	Teja Sree Bheesetti	Chennai
25th	Krutika Jadhav	PCL
27th	Subhash Chander	Delhi
30th	Kasish Yadav	Corporate
31st	Vishnu Varthan J	Bangalore

WEDDING ANNIVERSARIES

02nd	Vinod Pal	Delhi
09th	Raman V.	Chennai
17th	Vishal Narula	Mumbai
19th	Sandeep Wadhawan	Delhi
21th	John Peter	Chennai
24th	Smita Pillai	Corporate
31st	Vidhi Nair	Corporate
31st	Abhijeet Nair	Corporate

NEW ADDITIONS TO THE FEI FAMILY

Amala A	Chennai
Neema Alha	Corporate
Zaid Asif Attar	Corporate
Ravi Singh	Delhi
Mohan Kunder	Mumbai
Mukund Jadhav	Mumbai

HOLIDAYS FOR THE MONTH

Date	Purpose
02nd (Friday)	Gandhi Jayanti
10th (Saturday)	Second Saturday
20th (Tuesday)	Dussehra

PAN INDIA CLOSED



New Space. New Beginnings. New Milestones.
Puja ceremony at our new additional office space
in Delhi.

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Do take time to visit these websites: www.feicargo.com | www.shailajanair.org | www.thejulyclub.com | www.amazingmusicians.shailajanair.org

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(Responsible for selection of news under PRBAct)