



The Bugle



Newsletter of the Old Boys Association of Sainik School Bijapur. Issue # 2 - March 2005

From the Presidents desk:

Dear Fellow Ajeets,

Wish you all a Happy & prosperous New Year. Thank you for having nominated my team to lead the Bangalore OBA Chapter for year 2004 -05. The new team has component of young and committed members who I am sure would bring about constructive and progressive changes in the functioning of our chapter and hopefully achieve the goals during their tenure.

As the largest chapter of OBA in the country, we have a long way to go in being an organized and progressive group. To start off this change the managing committee proposes to do the following: -



1. Register the OBA Bangalore chapter as a full-fledged structured body.
2. Enroll members as per the Bye Laws of the chapter wherein every Ajeet at Bangalore registers & pays the required membership fee for enrolling as well as the yearly contributions.
3. Ensure the OBA Website is functional at its optimum to enable every member of the OBA access and interact amongst themselves on an ongoing basis.
4. Ensure the chapter provides opportunities and exposure to the young Ajeets to actively participate in the progress & development of the Chapter.
5. Lastly draw out a path for future years on the how this chapter will move ahead.

It is also my aspiration that the Bangalore Chapter sets a new trend in way all future meetings and get together's are conducted, thus getting out of the tradition of monotonous agendas and make each & every occasion unique and interactive. This would definitely need the active support, involvement & contributions of all new generation Ajeets.

I earnestly request all Ajeets at Bangalore and the surroundings districts to enroll yourselves into the OBA by registering themselves afresh and volunteer / contribute to the progress of the chapter. Let us together get the Bangalore Chapter going at a much faster pace.

JACOB GEORGE, Roll No. 84 HOY
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Ajeet Hain! Abheet Hain!

Ajeet se Ajeet milate chalo!
Abheet ki duniya basate chalo!!

Tum ho gyani sare pyare!
Gyan ki jyoti sadaiva jale!!

School ne jo neev hai dali!
Charitra usse thos banao!!

Prem, shanty, satya ki Ganga!
Issi me nahakar puneet bano!!

Phoolon, phalon, pyar jagao!
Tyag ki bhavana hrudi panpao!!

Ajeet hain, Abheet hain, yeh to nara!
Ghun uthao jag isse sara!!

Author: Master G. D. Kale (Retd)
gdkale@rediffmail.com

OBA Annual Meet at Bijapur

The OBA Annual All India Meet took place at Sainik School Bijapur, on the 15th & 16th of January 2005. Mr. M.P.Praakash Hon. Minister for Revenue Karnataka Government was the Chief Guest. The meet was well attended by Ajeets and their families from all over India and was a grand success. The next annual meet is scheduled at Belgaum on 23rd and 24th December 2005.

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Share The Bugle. Change A Life.

Divided Loyalties



January 2005 – the start of a new year pregnant with possibilities and expectations!

Then...an electronic finger reached out from my past and tapped me on my shoulder. It was e-mail from Master Kale. I read it with an overwhelming feeling of nostalgia; transported back in time to days long past, helped along by memories - some unchanged, some distorted. I coasted along, reading Mr. Kale's updates, which were followed by his urging me to join an old-boy's association. I shook my head in sorrow, as I was unable to do so right away, and continued to read his e-mail. Suddenly, his very last sentence stopped me cold. It was a simple, innocent question, requiring a simple, straightforward answer – "When are you planning on visiting your motherland?"

Very surprisingly, in my case, his choice of words, specifically, the word "motherland," had an impact far greater than what he could have possibly imagined. The word unleashed a maelstrom of conflicting emotions. On one hand, it dredged up my Sainik School days, where I had been an idealistic, pliable, and impressionable youth, ready to die for his motherland – beloved Bharat! After all, this is the stuff that the military is made of – unquestioning obedience and undying loyalty, a life of order and structure that distinguishes it from the chaos and uncertainty of civilian life.

If fate had ordained such an orderly life for me, I would have joined the National Defense Academy and gone on to become a career-military officer sworn to upholding the integrity of the motherland. But fate had decided otherwise, and I entered civilian life instead. I was soon confronted by alternative choices. Should I become a doctor? An engineer? A Professor? Choices! Choices!! I agonized over each one of them, and gradually discovered that in the power of choice lies an awesome beauty. I chose to become an Engineer. I graduated, worked in several companies, and, eventually, landed up in America. That was 22 years ago.

I subsequently decided to become an American citizen. A ritual performed by providing the US government with appropriate papers, an impersonal process of mailing and receiving documents. The day it turned personal was the day of the swearing-in ceremony. I was surrounded by a large number of people speaking various languages, each citizen-to-be glowing with pride at this great achievement. A state government official gave the expected inspirational speech. I was disappointed. After all, this was Atlanta - the capital of the state of Georgia, which is the home of President Jimmy Carter. During several occasions

in the past, Jimmy had made such speeches, inspiring numerous

people with his international views during the solemn, momentous ceremony. I was not so fortunate.

Then it was time to take the oath, and pledge my allegiance to the United States of America. As I moved to place my hand over my heart and utter those emotional words – I paused! For, it hit me then with sledgehammer force, that I was now transferring my loyalty to a country other than India, the land of my birth. I was instantly torn by conflicting emotions and began pondering deeply on this gigantic dilemma. I had never given it much thought earlier, automatically accepting the fact that becoming a US citizen was the most practical way to provide a bright future to my children.

After several days of introspection, something truly astonishing dawned upon me – I, as a first-generation immigrant, did not merely have one motherland. I had been now blessed with a second motherland!! India was my natural mother who had nurtured me through my childhood and youth, while America was my foster mother who had molded a large part of my adult life. Two mothers! While my natural mother had provided me strong roots, my foster mother had readily accepted me as her son, and opened up a wide, new horizon of hope and opportunities – one that was limited only by my imagination and my ambition.

The American mother had declared that my life was now, once again, a matter of choices. In this land there were no rich uncles or wealthy parents to gently guide one into making the right choices. Here, it was a level-playing field, where any immigrant entering with a thin wallet and a suitcase stuffed with clothes could work his way up on his own, to become just about anything short of the President. One could become an Astronaut, a CEO, or even the Governor of the State of California.

What does this mean to me? It means immense gratitude. An overwhelming sense of gratefulness to God for having blessed me with such a rewarding life! A sense of fulfillment! A sense of pride! A serene lack of regret! A life of choices!!

I look at my two precious daughters – and their eyes speak volumes. I see no fences, no limitations! Only choices!! When my younger one refers to food, I realize that she may be talking of Pizza, rather than Dosa. When she refers to "our country," I realize that she is referring to America. When she refers to "our flag," I realize that she sees three colors – red, white,

and blue. On the other hand, when we parents refer to “our country,” we enunciate and clarify. When we refer to “our food,” we explain what we mean. And, yes, when we refer to “our flag,” we pause! “Our flag” contains the Indian tri-colour further complemented by the three American colors!!!

Do we feel disloyal?

Hardly!!

It is merely a matter of accepting divided loyalties.

Author: Prithipal Singh Dara Roll No. 67, Atlanta Georgia, USA. dara@bellsouth.com

Recognition:

An Ajeet delivers a paper at a National level Media Conference. Mudra Institute of Communications, Ahmedabad (MICA) organized a Conference on Globalising Media: Structures, Processes and Policies at the India International Centre, New Delhi between 01 and 03 November 2004.

The Conference was deemed as the much-needed forum for researchers, policy makers and media entrepreneurs to come together and debate some of the critical issues relating to media globalisation. The forum created a space for negotiations between scholarly studies and practical wisdom, which, one hopes, would eventually help define the scope, attributes and limits of a globalised indigenous media system.

Krishnamurthy Thakur Roll No. 560 was invited to deliver a paper on Media Education. His argument was that the present media education primarily focuses on social aspects of mass communication and that there is need for remolding media education into the management, technology, creative and production areas, the way in which media is functionally operating. This remolding will fill in the professional needs of the media industry and also prepare the students for their careers in the media industry. He supported his argument with the global trends in the media industry, current happening in the Indian Scenario.

The paper had acclaim from the participants of the conference.

We congratulate Thakur on this recognition conferred by the Media Businessmen and Media Institutes. Kudos boy! Way to go ... keep it up.

Congratulations!

Gopal B. Hosur Roll No. 177 has been promoted to the rank of Deputy Inspector General (DIG) of Police. He has taken charge as Joint Commissioner (Personnel). We congratulate him and wish him all the best in his new assignment. Gopal is at present undergoing training in Louisville, Kentucky USA, on deputation by the Government of India. Atta boy! You make us proud.

Wedding Bell's 2004-05

- Kiran B. R. (2029) married Usha.
- Vishvaradya B Y (2038) married Vidya
- Arun Payappagoudar (2020) married Shilpa
- Prashant Chikkagoudar (2036) wed Chandraprabha
- Siddharoodh Sangolli (2023) married Sucheta
- Sangameshwar Pujari (2078) married Nalini
- Flt Lt Ravi Chachadi (2026) married Sowmya
- Appasaheb Ranagatti (2003) married Latha
- Muthukumar (2126) married Dr. Vasumati

Promoted & Going up the Ladder

- Manjunath Kulkarni (2064) – as Proj. Mgr, Infosys.
- Somappa Amalazari (2122) – as Project Leader at First Indian Corporation.

Welcome to Bangalore

- Flt Lt Ravi Chachadi (2026) has been transferred to IAF Yelahanka Bangalore from Rai Barelli. Ajeets in Bangalore heartily welcome him and his family and wish them a pleasant stay during his posting here.

The Joy of Life – New Arrivals!

- Shivabasava Channashetty (2022) and Rajeshwari have been blessed with Akshath a baby boy!
- Jaikumar Ayyadurai (2017) and Jeya Bharathi have been blessed with Poornasree a baby girl!

www.ajeets.org - User Guide

Primary objective of the website www.ajeets.org is to provide a common contact platform for ex-students of Sainik School Bijapur. The students are spread across the world, and can take advantage of the technology, for staying networked, meeting, or discussing the subjects and issues of common interest, and for the purposes of OBA activities at large. The web site is funded and maintained by the ex-students of the school and supported by Principal of Sainik School Bijapur for sharing the information related to school and students passing out from the school each year.

The website can be used as a mobile directory of Ajeets which can be accessed, updated using a secured login access. The website can be accessed by Ajeets on the move anywhere in the world and thus stay connected using the contact information. This eliminates the need for any other form of data storage by individuals or chapters. Ajeets in any location – India or abroad – can be connected using this website as a common platform.

Features

- OBA – News related to OBA meetings & the various chapters
 - Hall of Fame – The list of Martyrs who laid down their lives in service of nation and outstanding (exemplary) achievements in non-military service.
 - Events & News – News & Events related to OBA and the school
 - Registration – Ajeets can register themselves in a standard format and submit the details.
 - Log in – Once the registration is completed, the user would be verified, after authentication would be provided a unique password for future log in.
 - Photographs of Events recently held by OBA
 - SSBJ – This provides a link to website owned by Sainik School Bijapur.
 - Registration of Authenticated data
 - Assured Secrecy & privacy of data registered.
- Contact Info – For any issues related to website, mail can be sent to web administrator.



Process of Registration (New Users)

- Use URL www.ajeets.org
- On the home page click on Register icon for new users.
- This will throw a format on which the details of individuals can be filled & submitted.
- The web administrator verifies the data submitted with the data provided by School authorities & activates the individual registration.
- This process generates a system-generated password, which will be mailed to individual Ajeets. If user opts the password can be sent by SMS too.

Log in (Old Users)

- Use URL www.ajeets.org
- On the home page click on Log In which will throw the member log in & password screen
 - Use Roll number as Log in ID, provide password issued by web administrator for authentication.
- Once authenticated the member will have option to change his password, change earlier details, search for other members details
- Name, Roll No, year of Joining, Year of Passing out, City/Location and Profession provide search options.
- The results of search provide details of Ajeets that matched the keyword.
- The individual records can also be viewed by clicking on individual records.
- The member may log out using the icon on the screen.
- In case user has forgot his password mail can be sent on Email ID's bellow.

About the Author:

Flt. Lt. Shivanand Wali - Roll No. 1011, Is the Senior Manager Technology, working with Mphasis BPO Services in Bangalore. Has been a great strength behind setting up this website and is also our web administrator for this site shiva1011@yahoo.com,

- Please register yourself on the OBA website www.ajeets.org
- Please send us your contributions to The Bugle – on professional subjects from your work area, humour, achievements, awards, recognitions, promotions, transfers, weddings, new arrivals, batch meets, etc.
- Mail your contributions to obanewsletter@yahoo.co.uk

March On March On Sainik Brave ...



Dr. Mallikarjun N. Shakarad Roll No. 956 Chalukya House tells us his story.

My life began on 1 June 1965 in the home of a lower middle class family in a village named Hosa Honnatti in Karnataka state. My formative years were spent there. My father was a primary school teacher; I went to his school that was about 2 kms away from my village. After completing my 4th standard in that school I joined Sainik School Bijapur.

I was in the school from 1976 to 1983, a year more than required. Coming from a remote village was a disadvantage in that I did not know that there was a language called English that happened to be the medium of instructions in the school. The lessons in various subjects would sound Greek and Latin to me. It was our English teacher Mr. Buyyar who instructed one of my classmate and housemate Joshi (I forget his first name) to teach me English alphabets. He did a good job and I was able to understand to some extent what my teachers were saying in the class.

But, this amount of English was not good enough for me to pass the 6th standard and move forward, and I was detained in the 6th standard. Then onwards I think I was reasonable in my studies and would be among the top few till our Kannada paper used to be returned in which I would invariably fail as a result of which I lost interest in academics. Nevertheless, I managed to stay on in the school for my full term and pass out after writing my 12th standard board exams. I should at this point remember Mr. Mannapur our Mathematics teacher for throwing an open challenge in the class but for which I certainly would have repeated my 12th standard from state board.

I passed out of school in 1983 and joined for my under graduate course in Agriculture at University of Agricultural Sciences, Dharwad. I completed my B. Sc. (Agri) in 1987 and moved out to University of Agricultural Sciences, Bangalore to pursue my masters in Genetics and Plant Breeding. After completing my master's in 1990 I joined Indian Institute of Science Bangalore to pursue my Ph D in insect behaviour at the Centre for Ecological Sciences. I submitted my Ph. D thesis in October 1995 and proceeded to Chinese University of Hong Kong for my post-doctoral work on termite (white ants). I returned back to India and joined College of Agriculture at Raichur (University of Agricultural Sciences, Dharwad) as Assistant Professor in Genetics and Plant Breeding. Unfortunately, I had my priorities in the wrong place and left Raichur due to personal reasons without consulting my seniors or colleagues. Thereafter, I was in the US for a brief while where nothing went right for me personally, but my quest for academic excellence took birth in the midst of the

personal crisis. I returned back to India in 1999 and joined Jawaharlal Nehru Centre for Advanced Scientific Research as a post-doctoral fellow.

Now I am Faculty Fellow (equivalent to Assistant Professor) with Poornaprajna Institute of Scientific Research. I have a team of people working with me. I have received research grants from Department of Science and Technology (DST), Council of Scientific and Industrial Research (CSIR) Government of India, to pursue my research on 'work organization in termites' and 'evolution of life-history traits under simultaneous selection for multiple traits in fruit flies' respectively.

Besides research, I am learning Hindustani Classical Music and I play Bhansuri to a reasonable extent. Why should you as Ajeet care to read this stuff that I have written? You should care to read it because life is a struggle and one should not shy away from it and my story exposes you to where one can reach if one has the grit to fight for his/her rights. I have reached the position that I occupy today against all odds- that I continue to fight against all in justice.

*And thus plays the Bhansuri ...
March on March on Sainik brave
Boy your goal is still ahead
Keep your patience Mariner*

Ajeet Story

Firm this up!

One morning while making breakfast, a man walked up to his wife and pinched her on the butt and said, "If you firmed this up, we could get rid of your control top pantyhose." While this was on the edge of intolerable, she kept silent.

The next morning, the man woke his wife with a pinch on each of her breasts and said, "You know, if you firmed these up, we could get rid of your bra."

This was beyond a silent response, so she rolled over and grabbed him by his manly thing. With a death grip in place, she said, "You know, if you firmed this up, we could get rid of the gardener, the postman, the poolman and your brother."

*** Regardless of your past, your future is a clean slate.**

*** SCHOOL is a building with four walls that has tomorrow inside.**



Back to Basics

In over 40 years of selling, I've learned the surefire way to end a slump: Return to fundamentals with the proper attitude.

The Green Bay Packers won the first two world championships of professional football. Vince Lombardi coached the Packers. When Lombardi's team would fail to play well (which wasn't often), he would begin practice the following week by saying: "Gentlemen, we performed below the standards we set for ourselves. This week we are going to return to the fundamentals."

Fundamental truths remain constant. Lombardi taught the same fundamentals to his team that Bill Walsh taught to the San Francisco 49ers.

The most successful sales professionals learn and apply the fundamentals. They continue to have the attitude of the beginner. The selling pro who gets to and stays at the top of the profession is an "experienced rookie." When we approach sales as an ongoing learning experience, we learn the "little things" that make the "big difference" in our careers.

We must continue on our pilgrimage by learning, living, and looking: learning from the past without living there; living in the present by seizing each moment of every day; and looking to the future with hope, optimism, and education.

Today's successful persuader must have a specific plan of action. Since there is a direct correlation between "money earned" and "time spent with a prospect," we can eliminate unnecessary planning by examining a "formula" with "transferable skills." In the world of selling, we need a plan of action that will transcend product line and situational differences.

Four-Step Formula

Our planned selling process consists of a four-step formula.

1. Need analysis. Customer-driven (wants) and need-oriented (needs) selling begins with the sales professional doing a need analysis. Even if the prospects are coming to you and asking for your product or service, they may not have properly identified what they are looking for. In selling, we need a plan of action that will transcend product line and situational differences. In need analysis, the goal is to X-ray the prospect. The salesperson develops the skill to look within customers and find their needs.

2. Need awareness. You assess needs by asking questions that cause both you and your prospects to understand their needs and wants. Often salespeople are so intent on making the sale that they stop thinking—they think about the results they want to the detriment of the process they must go through to achieve those results.

3. Need solution. In this step, you present your product. Now is the time to stop asking questions and begin presenting solutions to needs. You never lead with product; you lead with need. Please don't waste your time and the prospects' time telling them what the product is. Tell them what it can do and why it will do it for them.

4. Need satisfaction. If you desire to help other people, if you believe in your product or service; if you want the prospect to benefit, and if you want to benefit financially from your hard work and effort, then you must remember: Always ask for the order!

As silly as this may seem, we sometimes freeze up, burn out, or just "blow it" when the time for the close is near. Inevitably, those that slump get away from the basics.

Author: Zig Ziglar is CEO of the Ziglar Training Systems and has authored many books on Leadership and Selling.

ACTION: Does your selling process conform to this basic four-step formula?

After a quarrel, a wife said to her husband, "You know, I was a fool when I married you."
The husband replied, "Yes, dear, but I was in love and didn't notice."

I bought my wife a new car. She called and said, "There was water in the carburetor."
I asked her, "Where's the car?"
She replied, "In the lake."

- * Don't poison your future with the pain of the past.
- * The atmosphere you permit decides the attitude you convey.

From Setbacks to Comebacks



You can learn how to survive and thrive through any business setback if you follow a four-step process of turning a setback into a comeback.

Every super successful businessperson has had setbacks; however, they realize that a setback is not the end of the road. Those who realize that setbacks are simply part of the business process usually thrive, while those who dwell on setbacks routinely falter. The fact is, a setback is really a change that needs to occur to move forward. In every industry, things change. Temporary setbacks can empower you to reach even greater levels of future business success.

Four Steps

No matter what obstacle has plagued your business, following a four-step process can help you survive and thrive through any business setback.

1. Focus your vision. Where you focus your energy determines where you will go. If you focus on the setbacks and the challenges these bring you, your business can't move forward. However, when you focus your vision on what you want your business to become—despite the setbacks—then you're using the setback for what it really is: a transitional period. You need to look past the obstacle and plan your future strategies. Ask yourself: “What is the big picture I have for my business?” “What can I do differently to keep this setback from occurring again?” “What goals (sales, product development, customer retention, etc.) do I want my business to achieve in the next three, six and 12 months?” “What can I learn from this setback?” Use the answers to these questions to guide your new business focuses

2. Make a decision. Both success and failure are decisions. Once your vision is in place, you need to decide you're going to win despite the setback. Successful business people choose to be successful. They understand that decision and choice are integral parts of the success formula. No matter what setback they encounter, they decide to overcome it and prevail. Negative advisors won't help you. You need to associate with positive advisors who share your vision. Make your new goal big enough. Just because you had a setback doesn't mean you have to start over small. See the big picture first, and then decide what you will do to meet your new goal.

3. Take action. A decision without action is simply an illusion, and an action without a vision is mere confusion. Yet a vision plus decisive action can change the world. Once you decide on the factors to making your new business vision a reality, you must take action on each one. Once you take responsibility for your

actions, you're ready to move forward and attain your next goal. Remember, you might not be responsible for getting knocked down, but you are responsible for getting back up. Only those who act achieve their goals.

4. Keep the desire. Desire is the degree of energy you exert to reach your goal. How badly do you want your business to survive and what are you willing to do to achieve it? Many business people who take action quickly give up because their desire falters. Either a new idea strikes them and they lose focus, or they encounter another minor setback and become discouraged. To reach the new business goal you have set for yourself, you must desire to follow-through with every action, even if it involves a degree of risk. While taking a risk may be intimidating, especially after a setback, it's necessary to reach your new goal.

A setback is not the end of the road, but rather a bend in the road—and the only ones who crash are those who fail to make the turn. By viewing your business setback as a chance for future growth, every business challenge can have a positive outcome, and every setback can be seen as a setup for an incredible comeback. [EE](#)

Author: Willie Jolley is the President of Willie Jolley Worldwide, author of *It Only Takes a Minute to Change Your Life* and *A Setback Is a Setup For a Comeback*, speaker, host of radio and television programs.

Action: See setbacks as signals of needed change for future growth.

Dilbert's One Liners ...

- I say no to drugs they just don't listen.
- A friend in need is a pest indeed.
- Marriage is one of the chief causes of divorce.
- Work is fine if it doesn't take your time.
- When everything comes in your way you're in the wrong lane.
- The light at the end of the tunnel may be an incoming train.
- Born free taxed to death.
- Everyone has a photographic memory; some just don't have the film.
- Smile, it makes people wonder what you are thinking.
- If you keep your feet firmly on the ground, you'll have trouble putting on your pants

*** The explanation of triumph is all in the first syllable.**

A Box Full Of Kisses



A man came home from work late, tired and irritated, to find his 5-year-old daughter waiting for him.

Daughter: "Daddy, may I ask you a question"

Daddy: "Yeah sure, what it is?"

Daughter: "Dad, how much do you make an hour"

Daddy: "That's none of your business. Why do you ask such a thing?" that man said angrily.

Daughter: "I just want to know. Please tell me, how much do you make an hour?"

Daddy: "I make Rs. 500 an hour"

"Oh", the little girl replied, with her head down. Looking up, she said, "Dad, may I please borrow Rs. 300?"

The father was furious, "if the only reason you asked that is so you can borrow some money to buy a silly toy or other nonsense, then march yourself to your room and go to bed. Think why you are being so selfish. I work hard everyday for such childish behavior"

The little girl quietly went to her room and shut the door. The man sat down and started to get even angrier about the little girl's questions. "How dare she ask such questions only to get some money?"

After about an hour or so, the man had calmed down, and started to think: "May be there was something she really needed to buy with that Rs. 300 and she really didn't ask for money very often!"

The man went to the door of little girl's room and opened the door. "Are you asleep, my dear?" He asked.

"No daddy, I'm awake," replied the girl.

"I've been thinking, may be I was too hard on you earlier", said the man.

"It's been a long day and I took out my aggravation on you. Here's the Rs. 300 you asked for"

The little girl sat straight up, smiling "oh thank you dad!" She yelled.

Then, reaching under her pillow she pulled some more crippled up notes.

The man, seeing that the girl already had money, started to get angry again.

The little girl slowly counted out her money, and then looked up at her father.

"Why do you want money if you already had some?" the father grumbled.

"Because I didn't have enough, but now I do," the little girl replied.

Tears flowing down her little pink cheeks the girl said very innocently "Daddy I have Rs. 500 now. Can I buy an hour of your time? Please come home early tomorrow. I would like to have dinner with you".

From the collections of **Sanjay Choudhary** Roll No 291, Head Corporate Quality & AGM Yokogawa India Ltd. Bangalore. st_5856@hotmail.com



The story goes that some time ago, a man punished his 3 – year –old daughter for wasting a roll of gold wrapping paper. Money was tight and he became infuriated when the child tried to decorate a box to put under the Christmas tree. Never the less, the little girl brought the gift to her father the next morning and said, "This is for you, Daddy". He was embarrassed by his earlier over reaction, but his anger flared again when he found the box was empty. He yelled at her, "Don't you know when you give someone a present, there's supposed to be something inside it?" The little girl looked up at him with tears in her eyes and said, "Oh, Daddy, it's not empty, I blew kisses into the box. All for you, Daddy." The father was crushed. He put his arms around his little girl, and he begged for her forgiveness. An accident took the life of the child only a short time later, and, it is told that the man kept that gold box by his bed for many years. And, when he was discouraged, he would take out an imaginary kiss and remember the love of the child who had put it there.

- **The smallest deed is better than the grandest of intention.**

Dare to Dream

This is the story of Capt. G. R. Gopinath (Retd) Roll No. 50 HOY and batch of 1966-67. Presently is MD & CEO of Deccan Airways.

Memories of the countryside are still vivid: I was born in Gorur, a small village on the banks of the river Hemavathi. I went to the local Kannada medium government school. My father was a teacher and a farmer. I would swim in the river in the mornings. Later, my father would take me regularly to the paddy fields. There was a lot of emphasis on education and my house was full of warmth. But there were children less privileged than me; they'd come walking for miles through rain and shine.

Going to a town was exciting: In Class VII, I appeared for a competitive exam, mainly because my headmaster suddenly said this exam would get us admission to the Sainik School. The prospect of going to another town was exciting and to join the armed forces was a challenge. The romantic feeling that I could get away from the village life, go to a new town and be different from other boys egged me on. Two months after the exam, I was selected. My mother was reluctant to send me to a military school but my father encouraged me.

I joined Sainik School Bijapur.

In the train journey, my father read aloud stories about Mahatma Gandhi, Socrates and Rabindranath Tagore. His words fired my imagination. Many schoolmates were from English-medium schools. I couldn't speak English very well but thanks to the culture at Sainik School, I was never made to feel awkward. It prepared me to join the National Defence Academy in Khadakvasla near Pune. I was selected for the Army Artillery:

It had an army aviation wing. Right after I got my commission at the age of 20, the Indo-Pak war of 1971 broke out and my first posting was in Sikkim. I was later posted to Bangladesh and I was there for the next three months. After the war, I came back to Sikkim, served there, and later in Bhutan, Kashmir and Rajasthan. The next eight years in the army were wonderful. I trekked a lot, travelled on motorcycles, and enjoyed my life as a bachelor. When I was 27, I felt the army was too restrictive.

It taught me mental and physical endurance, and good values and integrity. I needed a change.

I came home and found that a dam had been built around my village. Our family had lost a lot of land. The village had got submerged. The government had allotted 40 acres of land to my father and four brothers

in lieu of the land they gave up for the dam. But it was just barren land. There was no school, no hospital. The

land was unreclaimed and untamed. When I saw it, I wondered what I needed to do in my life. Suddenly I had an idea: I thought of setting up a dairy farm, poultry and selling coconuts. The dream was so romantic and powerful. I told my father I would resign and asked him to give me this piece of land. My parents were happy. No bank was ready to finance me.



I came to Bangalore and planned a gobar-gas plant for cooking, lights and electricity, a dairy, a monthly crop of mulberry, quarterly crops of ragi or jowar, an annual crop of bananas, and for the long term some coconut trees. I went from bank to bank, but nobody was ready to finance me. Those days, I'd go on a motorcycle in shorts, with Rs 9,000 as gratuity from the Army, and Rs 40,000 borrowed from friends. I wrote a simple business plan. But the bank wanted a guarantor but nobody was ready to be one. There was no light at the end of the tunnel. I met a local farmer, my neighbour, and told him my story and he came forward to be my guarantor. There were thousands of pilots without a job:

Ten years ago at the Army Club, an army colleague said he was looking for a pilot's job in Vijay Mallya's helicopter. He told me that there was only one helicopter. Of the helicopters around, people like Vijay Mallya used some for corporate travel and for political purposes but there was none for customers. The country was growing economically; it was not easy to repay the loan:

I started working on my farm and slowly became the largest silkworm farmer in Karnataka. I still do that. I expanded the operation and it became very profitable. My mantra: low-cost methods, which gave the highest yield. I became a celebrity farmer. I set up an agriculture consultancy company focusing on complete water management solutions, had a very successful small business and divided my time between Bangalore and my farm. Manmohan Singh was the Finance Minister. I was bursting with energy. Helicopters were glamorous - they could be used for medical evacuation, geophysical surveys, mining, and heli-tourism, carrying critical equipment to mountaintops and for photography. The timing was fantastic. I told my friend to join me to set up a helicopter company

We incorporated the company in 1995. It took me two years and ten months to launch the company:

In 1997, I set up Deccan Aviation. No bank was ready to fund it. No helicopter company wanted to give it a



chance. I felt I had to move fast and grab the opportunity. Finally, when I had the team in place - the best from the Army, Navy and Air Force - and had the license in hand, nobody wanted to give me a helicopter. They told me India wasn't ready for helicopters. Finally, I met representatives from a Japanese company who agreed. My plans rolled out and Deccan Aviation took wing.

Contributed by: **Basawaraj Hugar**, Roll No. 2033.
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Ten Things God Won't Ask

God won't ask what kind of car you drove:

He'll ask how many people you drove that didn't have transportation.

God won't ask the square footage of your house:

He'll ask how many people you welcomed into your home.

God won't ask about the clothes you had in your closet:

He'll ask how many you helped to clothe.

God won't ask what your highest income was:

He'll ask if you compromised your character to obtain it.

God won't ask what your job title was:

He'll ask if you performed your job to the best of your ability.

God won't ask how many friends you had:

He'll ask to how many people you were a friend.

God won't ask in what neighborhood you lived:

He'll ask how you treated your neighbors.

God won't ask about the colour of your skin:

He'll ask about the content of your character.

God won't ask why it took you so long to seek salvation:

He'll lovingly take you to your mansion in heaven, and not to the gates of hell.

What do YOU think is the last thing God won't ask?

Write to us at obanewsletter@yahoo.co.uk and it will be published in the next issue of The Bugle.

This is an actual job application that a 17-year old boy submitted at a McDonald's restaurant in Florida; and they hired him because he was so honest and funny!

Name: Greg Bulmash

Sex: Not yet. Still waiting for the right person.

Desired position: Company's President or Vice-President. But seriously, whatever's available. If I were in a position to be picky, I wouldn't be applying here at the first place.

Desired salary: \$185,000 a year plus stock options and a Micheal Ovitz style severance package. If that's not possible, make an offer and we can haggle.

Education: Yes.

Last position held: Target for middle management hostility.

Salary: Less than I'm worth.

Most notable achievement: My incredible collection of stolen pens and "post-it" notes.

Reason for leaving: It sucked.

Available for work: Of course! That's why I'm applying.

Preferred hours: 1:30 - 3:30 p.m., Monday, Tuesday and Thursday.

Do you have any special skills: Yes, but they are better suited to a more intimate environment.

May we contact your current employer: If I had one, would I be here?

Do you have any physical conditions that would prohibit you from lifting up to 50lbs?: 50 lbs, of what?

Do you have a car?: I think the appropriate question here would be "Do you have a car that runs?"

Have you received any special awards or recognition?: I may already be the winner of the Publishers Clearinghouse Sweepstakes.

Do you smoke?: On the job, No; on my breaks, yes.

What would you like to be doing in five years?: Living in the Bahamas with a fabulously wealthy dumb blond supermodel who thinks I'm the greatest thing since sliced bread. Actually, I'd like to be doing that now.

Do you certify that the above information is true and complete to the best of your knowledge?: Yes, Absolutely.

Sign here: Aries.

From the collections of; **Puneet Kumar Pattar** Roll No. 3210.

Write to us and give us your feedback, about your impressions of The Bugle, your suggestions and recommendations to improve it further. obanewsletter@yahoo.co.uk

Leadership Thoughts



Leadership has three facets: Skills, Intellect and Values. Of these the values decide the direction, intellect designs the plan and skills are used to execute.

Individuals are self-preserving, and leadership is about getting individuals to subordinate their self-preserving nature for the good of many. Any one aspiring to lead firstly must have a vision and goal bigger than self. Secondly there must be a very strong desire to pursue it to succeed. Without these leadership is empty. What is many times passed off, as leadership is individual's actions to meet ones need to exercise power. It does not inspire others to follow.

A leader is essentially a problem solver. Aspiring leaders must therefore develop the ability to solve problems. Developing ones cognitive ability to observe and learn. Reading, interacting and thinking are essential for developing cognitive ability and lifelong activities of a leader. Strong intellect is not knowledge alone but ability to interconnect knowledge to create newer meanings and solutions. Of all the qualities of intellect the most important is an open mind. Hence no human being is capable of being a leader under all situations. All leaders are followers at times. Knowing when one must lead and when to follow is also a matter of intellect that must be possessed by a leader.

Skills are the nuts and bolts of leadership, and can be developed. A grand vision and a superb plan of action are of no use if they are never executed. A leader therefore must possess the skills to get the plan of action executed. What are these all important skills a leader must possess?

Communication skills: Communication means an ability to transmit your ideas, intention, desires to others. Leadership communication is the ability to use this transmission to control the action of others to wards achieving the collective objectives. Effective communication calls for skillful use of all means, verbal and non-verbal communication, to transmit and receive a feedback. It is this skill at adjusting your communication according to the level of the recipients, and need of the situation, that sets apart those who are able to lead successfully. Developing good communication skill requires empathy; that is the ability to see the situation from other person's perspective. You may not agree with it, but you should be able to see it and feel it. The more empathy you have, more likely that you will be able to communicate at the level of the recipient and more effective it is likely to be.

Resources: The biggest job of the US President is fund raising for his party. Execution of any plan involves application of men, material and knowledge to achieve desired result. A leader ought to have very good skill in

evolving men-material - knowledge matrix by matching requirements with availability, desirability with necessity, and possibility with feasibility. A skilled leader does not make a plan for which he cannot arrange resources, nor does he ever task human beings with objectives that they are intrinsically not capable of achieving. A good leader plans within the limitation of the resources at his disposal. A leader cannot complain, "Others are not able to execute my plan". If others are not able to execute it, then it implies faulty plan. If others not able to understand it, then it is a communication problem and if others do not want to execute it, then it is motivational problem.

Motivation: To motivate is to get others to act in concert. An individual may not act in concert if either he does not believe in the result of his action as an individual or that of the group or if he does not have the resources and skills. The first is a case of communication problem, second a case of faulty resources planning and third a case of training. Thus leadership also means ability to train the people you have in acquiring the skills required for execution of your plans. Skill in training others thus forms one of the most important aspects of motivation, and indeed in your leadership ability.

If you have an objective which is bigger than your individual goals, if you have the ability to chart a course of action to achieve it, if you have the ability to clearly communicate it to others, if you can organise the resources and if you can train others in the skills required to execute their tasks, you will succeed as a leader.

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Why does Sardarji open his lunch box while walking on the road? To check, if he is going to work or coming back.

Sardar: "I Need Pink curtains for my computer."
Salesman: "Sardarji computer doesn't need curtains."
Sardarji: "Oye I have just installed windows."

What is the similarity between Mobile & Marriage?
Thode Din Aur Ruk Jata To Thoda Acha Model Mil Jaata!!

The cigarette does the smoking you are just the sucker.

*** If you try to improve another person by setting a good example, then you are really improving two people.**

Use Your Intelligence



Do you have the intelligence to become extremely wealthy? Do you also have the intelligence to create an extraordinary life?

For years, we have accepted the mistaken belief that there is only one kind of intelligence. Standard IQ tests pigeonhole us into categories to predict our ability to succeed in life. Most people who buy into this limited thinking about intelligence do not attempt to go beyond what they are told they can achieve.

Since the smartest kid in the class may not end up as the richest person of the group or with the most satisfying life, people question the value of these IQ tests. They are not predictive of success, even in the academic environment.

Six Forms of Intelligence

Six other forms of intelligence are vital to people's success.

1. Linear Intelligence. This is the form of intelligence measured by IQ tests. It is the logical, linear thought that is adept at using numbers and words in the step-by-step process to solve problems. This intelligence is vital to people who need to understand material from books and translate the information into knowledge useful in their profession. Accountants, lawyers, and doctors require this type of intelligence to pass the qualifying exams to enter these professions and master the knowledge and skills required to practice their professions.

2. Street Savvy. We all know someone who has "street sense." This savvy or intelligence is vital to survival in risky situations. Yet, highly "intelligent" individuals are often at a loss to quickly solve the problems of survival on the streets of their real world. The sources of information used in street savvy are not obvious, nor are the conclusions logical or arrived at in a step-by-step process. This intelligence is vital to those who require second-to-second decisions based on awareness of all cues available at that moment. Often the stakes of a situation are high and time limited. Fighter pilots, surgeons, trial attorneys, floor traders, negotiators, and police officers all need to react instantaneously with this intelligence. It goes beyond learned logic to experienced flow.

3. Wisdom. This intelligence is a deep knowing that is vital to people who go beyond the norm and become masters at their chosen fields. You will find wisdom in

seers, inventors, ministers, rabbis, artists, philosophers, and grandparents. Connecting to the collective wisdom beyond your own develops this intelligence.

4. Emotional Intelligence. People who do not know how to detect social cues, develop relationships, or handle their emotional state lack emotional intelligence. Those who have emotional intelligence are good at running service-oriented businesses, being entrepreneurs, and having management positions. This intelligence is vital to the success of anyone who requires self-discipline to be successful. Emotional intelligence enables you to manage your emotional and social life so you can set and attain goals. It enables you to get support from those who can help you reach a new level of success.

5. Mechanical/Spatial Intelligence. This intelligence allows you to understand how things work and to see things in spatial terms, but not necessarily in numerical or intellectual terms. Great athletes like Michael Jordan fit into this category. This intelligence is also vital in learning to use computers, and it is a resource for people who must travel to new places.

6. Creative/Artistic Intelligence. Artists, musicians, and other creative people use their sense of detail to combine, enhance, and restructure information. Creative people go beyond a linear and structured view of the world. This intelligence enables them to see and discover opportunities in places that elude others. It is necessary to have creative ability as well as a logical ability to master any profession.

Nurturing Hidden Talents

To become a true master of an endeavor requires more than any single intelligence. Most people rely on one or two types of intelligence, but to rise above the crowd requires you to combine several types of intelligence. Adding a new dimension to your intelligence will increase your enjoyment and self-confidence and provide more insight for making the best choices.

For many people, the effort to exercise alternate forms of intelligence never seems worthwhile because, lacking natural talent in this area, developing this new skill means a degree of discomfort, failure, slow progress, and poor feedback. Often, these alternate forms of intelligence are present but dormant. What appears to be the creation of this new intelligence is merely the nurturing of a hidden talent. Even if the latent talent is modest, it can often be enhanced.



Betting Old Lady

1. Identify the area of intelligence that you feel is lacking. Make an assessment of your present level of competence.

2. Believe that you have some latent talent in this area and that with real effort, you will become more creative, more socially skilled, wiser, and more mechanically or spatially aware.

3. Become aware of how you perform in the area without becoming judgmental. This step allows you to observe and correct shortcomings without negative feelings and self-talk.

4. Find people who epitomize the intelligence you would like to improve and study them. Discover how they think by listening to their beliefs, values, decisions, and attitudes. Ask them what lessons they have learned.

5. Find a tutor, teacher, or mentor to receive guidance and feedback

Just as you cannot gain any skills without practice and confidence, you cannot expand an undeveloped part of your intelligence without a commitment of time and energy. As you make progress, reward yourself. With these steps, you will make progress in maximizing your full intelligence and the results will soon show in your personal life. PE

Author: Adrienne Laris Toghraie is the President of Trading on Target

ACTION: Develop the areas of intelligence discussed in this article.

The positive thinking poem:

Little birdie in the sky,
You look up and it shits in your eye.
You don't mind and you don't cry,
You just thank God that cows don't fly.

*** What you get by reaching your destination isn't nearly as important as what you become by reaching that destination.**

*** Ask yourself: "Is my attitude worth catching?"**

www.ajeets.org

An elderly woman walked into the Bank of Canada one morning with a purse full of money. She wanted to open a savings account and insisted on talking to the President of the Bank because, she said, she had a lot of money. After many lengthy discussions (after all, the client is always right) an employee took the elderly woman to the President's office. The President of the Bank asked her how much she wanted to deposit. She placed her purse on his desk and replied, "\$165,000". The President was curious and asked her how she had been able to save so much money. The elderly woman replied that she made bets. The President was surprised and asked, "What kind of bets?" The elderly woman replied, "Well, I bet you \$25,000 that your testicles are square." The President started to laugh and told the woman that it was impossible to win a bet like that. The woman never batted an eye. She just looked at the President and said, "Would you like to take my bet?" "Certainly", replied the President. "I bet you \$25,000 that my testicles are not square." "Done", the elderly woman answered. "But given the amount of money involved, if you don't mind I would like to come back at 10 o'clock tomorrow morning with my lawyer as a witness." "No problem", said the President of the Bank confidently. That night, the President became very nervous about the bet and spent a long time in front of the mirror examining his testicles, turning them this way and that, checking them over again and again until he was positive that no one could consider his testicles as square and reassuring himself that there was no way he could lose the bet.

The next morning at exactly 10 o'clock the elderly woman arrived at the president's office with her lawyer and acknowledged the \$25,000 bet made the day before that the President's testicles were square. The President confirmed that the bet was the same as the one made the day before. Then the elderly woman asked him to drop his pants etc., so that she and her lawyer could see clearly. The President was happy to oblige. The elderly woman came closer so she could see better and asked the President if she could touch them. "Of course", said the President. "Given the amount of money involved, you should be 100% sure." The elderly woman did so with a little smile.

Suddenly the president noticed that the lawyer was banging his head against the wall. He asked the elderly woman why he was doing that and she replied, "Oh, it's probably because I bet him \$100,000 that around 10 o'clock in the morning I would be holding the testicles of the President of the Bank of Canada!"

X - Engineering

Every organization wants to increase its shareholder value and profits. Hammer & Champy have shown that the path to profits is paved with process. At Machine Tool Building Company they learned that compelling forces required the company to change radically in the ways it dealt with its customers, competition and change.

At the MTBC, they redesigned the work taking a process view. They did not confine themselves to the walls of the factory, but took the processes beyond those walls to their customers and suppliers. The difference between Re-engineering and X-engineering is; Re-engineering is done principally within the walls of the company, X-engineering is done between a company and its customers, partners and suppliers. X is used to denote across the borders. They achieved it through developing a new set of skills to do a deep process harmonization across boundaries and a better understanding of how their customers and suppliers operate and engage with their partners in redesigning their shared processes. “Customer Relationship Management and “Supply Chain Management” smoothed out the rough edges of processes at the engaging interfaces.

Their new processes were completely transparent and managed with openness that seemed foreign in the competitive world. For example they published a set of bilateral operating rules between them and their customers. Accepted on both sides. These rules covered all areas of interface from the time they begin interaction. The customers were involved in deciding the exact design details, specifications, price, and service etc. of all the products. At MTBC they did a Wal-Mart and Dell simultaneously – that is, they ‘changed the business rules’ and ‘introduced a lower cost structure’. Their success came by redesigning work around processes.

An example in the airline industry would be; customers want to fly more at low costs in clean aircrafts, punctual, convenient to book tickets from their homes or offices, no frills etc. This is the emergence of low cost airlines listening and acting on customer expectations. The industry of low cost airlines is another example of changing the rules and adopting a low cost structure.

Gather and digest essential information about your Customers:

Having interacted with over 10,000 customers, they listened carefully to every one of them. Having

gathered and digested essential information about customers, they developed discipline and processes to understand customer pull. By developing a unique measurement tool to measure and predict demand accurately they developed a scientific vision into the future. Getting to know customers’ realities, situations, behaviors, expectations and values they designed processes that responded to customer pull. Caught in the backdrop of the (temporary) closure of the factory the need became imminent for a nimble change.

Segment Customers:

They segmented their customers by their expectations and values – not so much by their size, buying or money power: They had built up unique knowledge about their customers and provided equal levels of service to all. They worked on the goal of getting to a single customer segment.

What is the compelling proposition of each customer (or customer set)?

In their extensive market survey MTBC had understood their customers needs, expectations and values and now had to find compelling propositions. Their customers wanted the best quality machines, with just enough features at the lowest price. Their distinctiveness came from a combination of innovative ideas, least development lead times, fast delivery matching expectation, the best price, the best integration of products and services, and the greatest choice. Having worked hard on quality improvements and rationalization of designs they had achieved huge benefits in cost savings. Passing on the benefit of these improvements to the customers built trust. They became a model low cost producer and built distinctiveness on top of price.

Crawl before you walk and walk before you run:

A key in re-engineering is adoption time for the new processes. As long as the mind is set on it change will come. Response cycle times in the human and value chain will determine the rate of change. They used a concurrent method of re-engineering simultaneously in all areas. As customers spoke and the asking was deciphered into product designs, development was concurrent involving the suppliers.

Concurrent Engineering produced a remarkable range of new machines in a benchmark development lead-time. The supplier organizations became a part of a larger network with the factory as buyer and its ultimate customers. The overseas customer expectations of their supplier being certified for quality systems and product



quality saw them being the first Machine Tool Company to be accredited with an ISO 9000 certificate in India.

Choose partners that can help:

MTBC was careful in choosing the partners to work with in delivering value propositions to customers. By defining every industrially dense area as an industry district (not metros only) they built a network of committed partners to distribute the products and provide service. They changed from the concept of a vendor to being an extended manufacturing cell located outside the premises, fully duplicating and responding to the customer pull and quality systems. Even new financial avenues were made where by these suppliers could get paid in seven days. These alliances were built on common objectives, values and goals; hence the relationships had no interruptions.

Process Redesign:

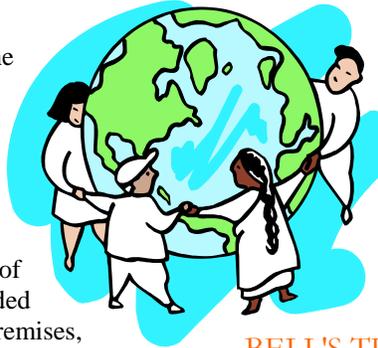
MTBC handled some of the most compelling customer propositions – best quality, superior features, lowest price, fastest delivery, without complaints and part failures, respond to change and upgrade, new technologies, wider range etc. They chose to Re-engineer because it offered hope of getting better and recreating the future, elsewhere where restructuring was done it got smaller without the hope of getting better. By redesigning the processes with partners MKL was able to deliver these most compelling customer propositions and in harmonisation. The most unique processes were retained in-house.

Customer Satisfaction:

The biggest lesson they learnt was to be concerned about what will come next when they were doing well. Meeting customer pull on every front they raised their customer satisfaction index to over 97%. Considering the journey and the distance traveled it was remarkable. Measuring performance constantly helped them to raise the bar and also knows what was coming next.

X - engineering requires an objective beyond improved efficiencies. When a company only looks to reduce costs it will miss the opportunity to deliver more value to customers. X – engineering can lead you to conquer the threat substitute processes and products by asking, “what new business proposition might I offer my customer with new processes? Whom can we partner with who could help?” Expanding this at MTBC they developed a range of CNC Lathes, co-developed (across factory boundaries) Milling Machines, Radial Drills, Surface Grinders and large sizes of Machining Centers. Using process, proposition and participation together they were able to connect with their customers

to achieve dramatic improvements and create new value.



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MURPHY'S LAW?

BELL'S THEOREM:

When the body is immersed in water, the telephone rings.

RUBY'S PRINCIPLE OF CLOSE ENCOUNTERS:

The probability of meeting someone you know increases when you are with someone you don't want to be seen with.

WILLOUGHBY'S LAW:

When you try to prove to someone that a machine won't work, it will.

ZADRA'S LAW OF BIOMECHANICS:

The severity of the itch is inversely proportional to the reach.

BREDA'S RULE:

At any event, the people whose seats are furthest from the aisle arrive last.

OWEN'S LAW:

As soon as you sit down to a cup of hot coffee, your boss will ask you to do something, which will last until the coffee is cold.

HOWDEN'S LAW:

You remember to mail a letter only when you're near the mailbox.

It's your attitude and not your aptitude that determines your altitude.

Sardar had twins; he named them Tin & Martin.
Again had twins & named Peter & Repeater.
Again twins named them Max & Climax.
Again the same disgusted Sardar named them
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LALOO JOINS MICROSOFT!

LALOO PRASAD SENT HIS BIO DATA - TO APPLY FOR A POST IN MICROSOFT CORPN. USA A FEW DAYS LATER HE GOT THIS REPLY:

Dear Mr. Laloo Prasad,

We are sorry to intimate you that you do not meet our requirements. Please do not send nay further correspondence. No phone call shall be entertained. Thanks."

LALOO PRASAD JUMPED WITH JOY RECEIVING THIS REPLY. HE ARRANGED A PARTY AND WHEN ALL THE GUESTS HAD COME, HE SAID: "BHAIIYON AUR BEHANO, AAP KO JAAN KAR KHUSI HOGEE KI HUM AMEREECA MAIN NAUKRI PAA GAYA HOON."

EVERYONE WAS DELIGHTED

LALOO PRASAD CONTINUED ... "AB MAIN AAP SAB KI APNAA APPOINTMENT LETTER PADKAR SUNAONGAA - PAR LETTER ANGREEZE MAIN HAIN - ISLIYEN SAATH-SAATH HINDI MAIN TRANSLATE BHEE KAROONGA.

DEAR MR. LALOO PRASAD PYARE LALOO PRASAD BHAIIYYA

WE ARE SORRY HUMSE GALTII HO GAYEE *TO INTIMATE YOU THAT* AAPKO YEH BATANA HAI KI

YOU DO NOT MEET AAP TO MILTAY HEE NAHEEN HO

OUR REQUIREMENT HUMKO TO ZAROORAT HAI

PLEASE DO NOT SEND ANY FURTHER CORRESPONDENCE AB LETTER VETTER

BHEJ NE KA KAOUNO ZAROORAT NAHEE *NO PHONE CALL* PHOONWA KA BHEE ZAROORAT NAHEE HAI

SHALL BE ENTERTAINED BAHUT KHAATIR KEE JAYEGI

THANKSAAPKAA BAHUT BAHUT DHANYAWAAD

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