



# SISA TIMES

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**Editor: Alpa Dhimar**

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# New Inductions

| Sr. No. | Appointments  |
|---------|---|
| 01.     | Mr. Satish Kumar has been appointed as Field Officer from 1 <sup>st</sup> January, 10 at Surat Branch.                          |
| 02.     | Mr. Kishor Patel has been appointed as Office Executive from 19 <sup>th</sup> January, 10 at ERS Division.                      |
| 03.     | Mr. R. Siddiqui has been appointed as Deputy General Manager (Marketing) from 1 <sup>st</sup> February, 10 at Corporate Office. |
| 04.     | Mr. Arvind Kumar has been appointed as Field Officer from 1 <sup>st</sup> February, 10 at Surat Branch.                         |
| 05.     | Mr. R. C. Chauhan has been appointed as Sr. Field Officer from 1 <sup>st</sup> February, 10 at Delhi Branch.                    |
| 06.     | Mr. Vijaya Kumar has been appointed as Office Executive from 2 <sup>nd</sup> February, 10 Corporate Office.                     |
| 07.     | Ms. S. Sabia Banu has been appointed as Office Executive from 3 <sup>rd</sup> February, 10 at Coimbatore Branch.                |
| 08.     | Mr. Kulwant Singh has been appointed as Branch Manager from 2 <sup>nd</sup> March, 10 at Mumbai Branch.                         |

# New Contracts & Achievement

| SR # | COMPANY NAME                                  | BRANCH            |
|------|---|-------------------|
| 1    | INDCARE TRUST                                 | DELHI BRANCH      |
| 2    | FEDERAL BANK LTD.(BANGALORE)                  | BANGALORE BRANCH  |
| 3    | MR. JAFAR ALI NAQVI, MP LOKSABHA              | DELHI BRANCH      |
| 4    | BABAJI SHIVRAM CLEARING & CARRIERS PVT. LTD   | BHARUCH BRANCH    |
| 5    | PUNJAB NATIONAL BANK(FARIDKOT)                | CHANDIGARH BRANCH |
| 6    | DESAI DEVELOPER PVT. LTD.                     | SURAT - 2 BRANCH  |
| 7    | VISHWAS NESTS                                 | COIMBATORE BRANCH |
| 8    | MR. SANYAM BHASIN                             | DELHI BRANCH      |
| 9    | UNIVERSAL DEVELOPERS                          | MUMBAI BRANCH     |
| 10   | GULMOHAR EMBROIDERIES PVT. LTD.               | SURAT - 2 BRANCH  |
| 11   | RESIDENT WELFARE ASSOCIATION                  | DELHI BRANCH      |
| 12   | SHAH PACKWELL INDUSTRIES ( BHILAD )           | VAPI BRANCH       |
| 13   | KRISHNA LAMICOAT<br>PVT.LTD.(OKALIPURAM)BLORE | BANGALORE BRANCH  |
| 14   | PNB JALANDHAR                                 | CHANDIGARH BRANCH |
| 15   | SYNDICATE BANK SATHUVACHARI                   | CHENNAI BRANCH    |
| 16   | JINDAL APEX PVT. LTD.                         | DELHI BRANCH      |
| 17   | SYNDICATE BANK GUNMAN AMBUR                   | CHENNAI BRANCH    |
| 18   | SIEMENS LIMITED - UNIT:II - MUNDRA            | GANDHIDHAM BRANCH |
| 19   | SYNDICATE BANK THIRUVALLUR                    | CHENNAI BRANCH    |
| 20   | THE GRAND BHAGWATI                            | SURAT - 2 BRANCH  |
| 21   | THE FEDERAL BANK LID. BANGALORE GANAGVATI     | BANGALORE BRANCH  |

# On Job Training Programme by the Training Team

| Sr# | Name of Unit/Branch                      | No. of Guards            | From       | TO         |
|-----|--|--------------------------|------------|------------|
| 01  | ASIAN STAR CO. LTD                       | 01 ASO<br>12 SRG<br>01GM | 06/01/2010 | 06/01/2010 |
| 02  | ARMO SYNTHETICS PVT. LTD                 | 01 SO<br>02 SS<br>10 SG  | 09/01/2010 | 11/01/2010 |
| 03  | HOTEL GATEWAY                            | 16 SRG                   | 22/01/2010 | 25/01/2010 |
| 04  | ESSAR STEEL LTD.                         | 01 SO<br>17 SS<br>87 SG  | 21/01/2010 | 27/01/2010 |
| 05  | CAIRN ENERGY INDIA LTD.                  | 03 SS<br>15 SG           | 19/01/2010 | 20/01/2010 |
| 06  | PRESIDENT MOTOR (MAHINDRA)               | 02 SS<br>04 SG           | 25/01/2010 | 25/01/2010 |
| 07  | UTTAM STEEL & POWER LIMITED              | 04 SS<br>29 SG           | 04/01/2010 | 06/01/2010 |
| 08  | VAPI CARE PHARMA PVT.LTD.<br>(VAPI)      | 01 SS<br>40 SG<br>01 LS  | 28/01/2010 | 28/01/2010 |
| 09  | ALOK INDUSTRIES LTD.                     | 02 SO<br>05 SS<br>60 SG  | 15/01/2010 | 19/01/2010 |
| 10  | ADVANCE SURFACTANTS INDIA<br>LYD. (VAPI) | 02 SS<br>12 SG           | 20/01/2010 | 23/01/2010 |
| 11  | RICHTER THEMIS MEDICARE                  | 02 SS<br>07 SG           | 06/01/2010 | 08/01/2010 |
| 12  | MICRO INKS LTD.                          | 1 ASO<br>06 SS<br>39 SG  | 04/01/2010 | 05/01/2010 |
| 13  | SHREE AJIT PULP AND PAPER<br>LIMITED.    | 02 SS<br>19 SG           | 09/01/2010 | 13/01/2010 |

|    |  |                          |            |            |
|----|--|--------------------------|------------|------------|
| 14 | APURVA CHEMICALS.                                  | 02 SS<br>04 SG           | 27/01/2010 | 27/01/2010 |
| 15 | VISHMA FASHION EMBROIDERY                          | 01 SS<br>06 SG           | 11/01/2010 | 12/01/2010 |
| 16 | GIPCL  | 03 SS<br>37 SG           | 13/01/2010 | 18/01/2010 |
| 17 | JHAGADIYA COPPER LIMITED                           | 01 ASO<br>01 SS<br>17 SG | 11/01/2010 | 14/01/2010 |
| 18 | FL SMIDTH MINERALS PVT LTD.                        | 05 SG                    | 18/01/2010 | 19/01/2010 |
| 19 | WALCHAND NAGAR IND.STEPAN<br>INDIA.GODREJ.         | 07 SG                    | 15/01/2010 | 20/01/2010 |
| 20 | GANGA EXPORTS (SURAT)                              | 3 SG                     | 25/02/2010 | 25/02/2010 |
| 21 | GULMOHAR EMBROIDERIES<br>PVT.LTD. (SURAT)          | 7 SG                     | 20/02/2010 | 22/02/2010 |
| 22 | ICLON INDUSTRIES (SURAT)                           | 04 SG                    | 17/02/2010 | 17/02/2010 |
| 23 | ARMO SYNTHETICS (SURAT)                            | 14 SG                    | 04/02/2010 | 05/02/2010 |
| 24 | LOKATH HOSPITAL (SURAT)                            | 13 SG                    | 06/02/2010 | 08/02/2010 |
| 25 | TULSI ARTS (SURAT)                                 | 04 SG                    | 13/02/2009 | 13/02/2010 |
| 26 | NANAVATI HYUNDAI                                   | 07 SG                    | 06/02/2010 | 07/02/2010 |
| 27 | ITALIA CREATION (SURAT)                            | 3 SG                     | 06/02/2010 | 06/09/2009 |
| 28 | KHUSHBOO COMPUTER<br>EMBROIDERY PVT.LTD. (BHARUCH) | 11SG                     | 19/02/2010 | 25/02/2010 |
| 29 | T.G.B. (SURAT)                                     | 02 SS<br>19 SG<br>01 LS  | 15/03/2010 | 20/03/2010 |
| 30 | KUKREJA DEVELOPMENT<br>CORPORATION. (MUMBAI)       | 02 SS<br>09 SG           | 29/02/2009 | 30/03/2010 |
| 31 | MAHAVIR UNIVERSE. (MUMBAI)                         | 02 SS<br>13 SG           | 29/03/2010 | 29/03/2010 |

## **Major Events Conducted by Emergency Response Service (ERS)**

| Sr.# | Date     | Client Name                        | No. of Guards | No. of Days |
|------|----------|------------------------------------|---------------|-------------|
| 1.   | 21/02/10 | Rajhans Group                      | 20            | 01 day      |
| 2.   | 07/03/10 | Lalbhai Contractor Stadium         | 250           | 01 day      |
| 3.   | 12/03/10 | South Gujarat Chambers of Commerce | 113           | 01 day      |

## **Sales Target & Achievements**

JANUARY TO MARCH 2010

| BRANCH        | TARGET | ACHIEVEMENTS |
|---------------|--------|--------------|
| AHMEDABAD     | 400000 | 381000       |
| BANGALORE     | 400000 | 526000       |
| BARODA        | 100000 | 20000        |
| BELGAUM / GOA | 300000 | 200000       |
| BHARUCH       | 400000 | 201000       |
| CHANDIGARH    | 300000 | 289210       |
| CHENNAI       | 400000 | 384000       |
| COIMBATORE    | 400000 | 326000       |
| DELHI         | 400000 | 74600        |
| GANDHIDHAM    | 400000 | 191000       |
| HYDRABAD      | 300000 | 265000       |
| MUMBAI        | 400000 | 215000       |
| RAJKOT        | 400000 | 105000       |
| SURAT         | 400000 | 624000       |
| VAPI          | 400000 | 306291       |



# Glimpses OF Training





## Appreciation to Security Guards

Security Guard at IIM, Bangalore reported that there was an attempt to cut down two sandal wood trees in the campus on Sunday 28th March 2010. The incidence was at 12.00 mid night. Three miscreants had jumped in the east side of the compound wall from Bilekahalli village and cut two sandal wood trees. In the process, they were sighted by two security guards. When the security guards tried to catch them, they stabbed one of guard Vikram Purthy with a sharp edged weapon and escaped jumping over the compound wall. They managed to escape on a light blue Chetak Scooter. One of our Security Officer Mr. John Kingsle noted the number of the scooter as 1154, the other registration details were not visible in the dark. Security Guard Chandan Kumar ran after the culprit but could not hold them.

Again on 03.04.10, Security Supervisor - Kamal Thamang noticed at about 1.45 hrs that three miscreant have cut one more tree near water tank. Mr. Kamal Thamang along with his team caught a culprit behind the MHU and L Block. The said culprit has been handed over to the Police by IIMB Management.

The police further invested the matter and has arrested 6 more culprits from the location given by arrested culprit and recovered the property of 1.5 crores from them.

Security Personnel were appreciated for their bravery, courage and sense of responsibility as also their exceptional devotion towards duty. The act of excellent performance of duty by our security personnel deserves fecilitations from the Management and entire SISA GROUP.

Well Done! Keep It Up!!!

# Inspirational Quotes

You can do it if you believe you can!

Napoleon Hill

"It is not the mistake that has the most power, instead, it is learning from the mistake to advance your own attributes."

Byron Roberts

"Failure is the tuition you pay for success."

Walter Brunell

"Try and fail, but don't fail to try."

Stephen Kaggwa

"Learn the art of patience. Apply discipline to your thoughts when they become anxious over the outcome of a goal. Impatience breeds anxiety, fear, discouragement and failure. Patience creates confidence, decisiveness, and a rational outlook, which eventually leads to success."

Brian Adams

"Patience is a virtue but you will never ever accomplish anything if you don't exercise action over patience."

Byron Pulsifer

# Lesson in Life

## Think of out of the box.

Employee "A" in a company walked up to his manager and asked what my job is for the day?

The manager took "A" to the bank of a river and asked him to cross the river and reach the other side of the bank.

"A" completed this task successfully and reported back to the manager about the completion of the task assigned. The manager smiled and said **"GOOD JOB"**

Next day Employee "B" reported to the same manager and asked him the job for the day. The manager assigned the same task as above to this person also.

The Employee "B" before starting the task saw Employee "C" struggling in the river to reach the other side of the bank. He realized "C" has the same task.

Now "B" not only crossed the river but also helped "C" to cross the river.

"B" reported back to the manager and the manager smiled and said **"VERY GOOD JOB"**  
The following day Employee "Q" reported to the same manager and asked him the job for the day. The manager assigned the same task again.

Employee "Q" before starting the work did some home work and realized "A", "B" & "C" all has done this task before. He met them and understood how they performed.

He realized that there is a need for a guide and training for doing this task.

He sat first and wrote down the procedure for crossing the river, he documented the common mistakes people made, and tricks to do the task efficiently and effortlessly.

Using the methodology he had written down he crossed the river and reported back to the manager along with documented procedure and training material.

The manger said "Q" you have done an **"EXCELLENT JOB"**.

The following day Employee "O" reported to the manager and asked him the job for the day. The manager assigned the same task again.

"O" studied the procedure written down by "Q" and sat and thought about the whole task. He realized company is spending lot of money in getting this task completed.. He decided not to cross the river, but sat and designed and implemented a bridge across the river and went back to his manager and said, "You no longer need to assign this task to any one".

The Manager smiled and said "**Outstanding job 'O'. I am very proud of you.**"

What is the difference between A, B, Q & O?????????

Many a times in life we get tasks to be done at home, at office, at play...., Most of us end up doing what is expected out of us. Do we feel happy? Most probably yes. We would be often disappointed when the recognition is not meeting our expectation.

Let us compare ourselves with "B". Helping some one else the problem often improves our own skills. There is an old proverb "learn to teach and teach to learn". From a company point of view "B" has demonstrated much better skills than "A" since one more task for the company is completed.

"Q" created knowledge base for the team. More often than not, we do the task assigned to us without checking history. Learning from other's mistake is the best way to improve efficiency. This knowledge creation for the team is of immense help. Re-usability reduces cost there by increases productivity of the team. "Q" demonstrated good "team-player" skills,

Now to the outstanding person, "O" made the task irrelevant; he created a Permanent Asset to the team.

If you notice B, Q and O all have demonstrated "team performance" over an above individual performance; also they have demonstrated a very invaluable characteristic known as "INITIATIVE"

Initiative pays off every where whether at work or at personal life. If you put initiative you will succeed. Initiative is a continual process and it never ends. This is because **this year's achievement is next year's task**. You cannot use the same success story every year.

The story provides an instance of performance, where as measurement needs to be spread across at least 6-12 months. Consequently performance should be consistent and evenly spread.

Out-of-Box thinkers are always premium and that is what every one constantly looks out for. Initiative, Out-of-Box thinking and commitment are the stepping stone to success. Initiative should be life long. **Think of out of the box.**