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Employee Newsletter

January 2012

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To all Interem employees



May the New Year bring you and your loved ones  
hope, prosperity and happiness!



## Message for the Interem India Team

Dear All,

It is time to bid good bye to 2011 & look ahead for the New Year. This is a time when a lot of us look back & evaluate the hits & misses in our professional and personal lives. I tried to evaluate the hits & misses at Interem India.

2011 for us has been a year of more hits & less misses. It has been a year growth & all round development. We have grown more than 20 % on top line & 30 % on bottom line. If the trend continues, we have a good chance to beat our budget no.s for March which was very challenging. This year we opted out of the conventional business model of our industry & embraced some unconventional techniques of doing our business. Be it centralisation of CS function, pricing function, post move quality check, MIS reports, advertisement, sales promotion & rebranding, all have been new to us & have started showing results.

These initiatives would not have been possible without your support & active involvement. Its TEAM INTEREM that has made it happen. A few of you might have always heard me saying, we are not playing a lawn tennis singles match but a cricket match where all the team members have to perform together. From our packing crew to all of us, we all are equally responsible for the success of our organisation. I call our crew the unsung heroes as they are our back bone & the ones who rarely get appreciated but still continue to deliver move after move. Let us take some of our time to thank our crew & appreciate the contributions made by them.

While, I wanted to sound positive in my message, it would have been unfair if I did not share the misses as I think these misses are areas of improvement for the year 2012. One of the major misses this year has to do with the poor performance by some of our offices resulting in not contributing to our growth. The other 2 challenging areas for us is stagnation in the new a/c development as well as payment collections. These are areas for improvement and all of us responsible for these functions need to push harder in the days to come.

I foresee 2012 to be an even more challenging year due to increased competition, price war & the poor market sentiments. I want all of us to continue working together & not in isolation so as to achieve the ultimate goal of being the best relocation company in the country by offering world class service at a competitive rate.

I take this opportunity to thank you as well as your families for being part of the Interem India growth story & wish you a very happy, prosperous & healthy 2012.

Kind regards,

Rahul Pillai

# HAPPY BIRTHDAY!!!!!!

DON'T FORGET TO WISH YOUR FELLOW COLLEAGUES A SPECIAL DAY.



<i>Sr. No</i>	<i>Names</i>	<i>Date</i>	<i>Location</i>
1	Balasaheb Sasane	1 <sup>st</sup> January	Mumbai
2	Vasant Panchal	1 <sup>st</sup> January	Mumbai
3	Mahesh K. Choudhary	1 <sup>st</sup> January	Mumbai
4	Bibendra C.	1 <sup>st</sup> January	Bangalore
5	Shiv Kumar	1 <sup>st</sup> January	Hyderabad
6	Santosh Salekar	2 <sup>nd</sup> January	Mumbai
7	Philip Cherian	9 <sup>th</sup> January	Mumbai
8	Sohan Singh	10 <sup>th</sup> January	Gurgaon
9	Kuldip Singh	14 <sup>th</sup> January	Gurgaon
10	P.R. Menon	17 <sup>th</sup> January	Bangalore
11	Dilip Talekar	21 <sup>st</sup> January	Mumbai
12	Ashok K Nair	22 <sup>nd</sup> January	Gurgaon
13	Niraj Kumar	25 <sup>th</sup> January	Gurgaon
14	Soumitra Das	26 <sup>th</sup> January	Kolkats"
15	Edmund Gomes	27 <sup>th</sup> January	Gurgaon
16	Shi Kumar	27 <sup>th</sup> January	Gurgaon
17	Ashok More	27 <sup>th</sup> January	Gurgaon

We would also like to Congratulate our Team Members below who have been a part of **INTEREM** Over the Years, for each Milestone completed in January, 2012!

## HAPPY ANNIVERSARY!!!!!!



<i>Sr. No</i>	<i>Names</i>	<i>Location</i>	<i>Date</i>	<i>Service</i>
<i>1</i>	<i>Thomas Francis</i>	<i>Chennai</i>	<i>2<sup>nd</sup> January, 2000</i>	<i>12 years</i>
<i>2</i>	<i>Francis Albuquerque</i>	<i>Mumbai</i>	<i>1<sup>st</sup> January, 2007</i>	<i>5 years</i>
<i>3</i>	<i>Gauranga Chattopadhyay</i>	<i>Gurgaon</i>	<i>2<sup>nd</sup> January, 2007</i>	<i>5 years</i>
<i>4</i>	<i>Savitha K.</i>	<i>Bangalore</i>	<i>17<sup>th</sup> January, 2007</i>	<i>5 years</i>
<i>5</i>	<i>Santosh Parthe</i>	<i>Mumbai</i>	<i>1<sup>st</sup> January, 2008</i>	<i>4 years</i>
<i>6</i>	<i>Tanmaya Srivastava</i>	<i>Gurgaon</i>	<i>14<sup>th</sup> January, 2008</i>	<i>4 years</i>



## Appreciation Notes / Staff Recognition

- 1) Sumit Saluja / MICROSOFT : Shipper was very Happy with Mr. Rama Sastry, Manager-Corporate Services & Mr. B. M. Srinivas Rao, Executive-Operations. "Great job, keep up the good work" - Also credit goes to the entire Crew on this job : - Srikanth, Kamal, Jaipal, Balraj, Mohan, Prabhu, Shiv Kumar, Venkatramana & Raj Kumar. - HYDERABAD.
- 2) Dhanpal Thangavel / PRESTIGE SOLITAIRE OFFICE COMPLETION : Sent a THANK YOU Note to Mr. Sunny Jacob / Manager-Operations for the good work done ! - BANGALORE.
- 3) Mr. D. S. Srinivasa Murthy - Relocation from Chennai to Bangalore : Appreciation note for "Prompt, Excellent & Professional Service, Customer was highly impressed with the Quality & Efficiency of our Team Member. - Ms. Anjali Jain / Jr. Executive-Customer Service - GURGAON
- 4) Howard James - Scott FCILT : Local shift was handled - Appreciation from Customer "Great Job, Well done" - Ms. Sayoni Pal / Sr. Executive-Customer Service - GURGAON.
- 5) Vincent CARON / ALSTOM : Mr. Dibyajyoti Paramanik / Deputy Manager-Customer Service has been Appreciated for his "Effectiveness & Professionalism shown in handling the shipment, the queries were well understood and Perfectly addressed ! - GURGAON

*We would like to Congratulate all of you for the Appreciation & Gestures from our Customers And look forward to receiving many more of these !!*

## Did you know...

### New Cairn Contract

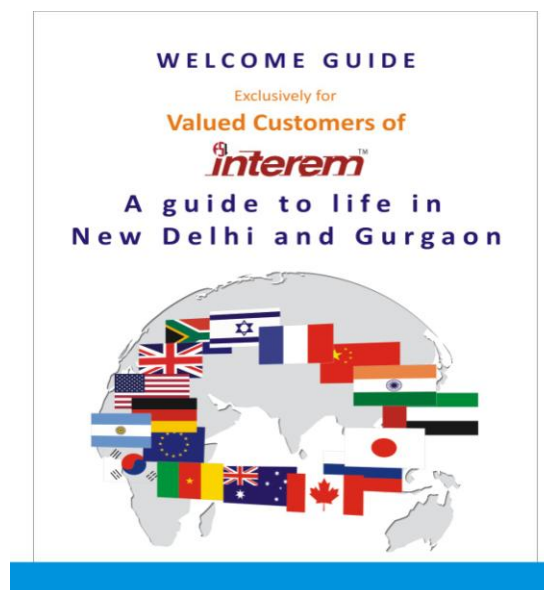
Interem is proud to announce that we have secured a contract with Cairn Energy India for Orientation and Settling in Services. Cairn is a leading explorer in the Indian oil and gas industry. We look forward to working with Cairn and the expat community. Read more about this company, just click the link below.

<http://www.cairnindia.com/Pages/default.aspx>



### New Welcome Packets for our clients

Interem is excited about the new Welcome packets we will be giving away to our expat clientele upon their arrival to India. It will include a Welcome guide created and designed by Interem along with valuable coupons and information that will certainly please our clients. The Welcome Packet was created with the intent of easing the transition to living in India and is a great value addition for Interem.



### Our contribution to an expat website

Interem continues to contribute to the [www.expatarrivals.com](http://www.expatarrivals.com) website. We have given our expertise in regards to education healthcare and shipping and removals and will continue to contribute to this site in hopes of marketing our services which is geared towards the expat community.

See our new banner just recently uploaded.

<http://www.expatarrivals.com/india/shipping-and-removals-in-india>

### Our Presence on the social networks

We are pleased to inform that INTEREM has made its presence on the following social media sites.



**LinkedIn-** If you do not have an account on LinkedIn maybe it's time you open one.

Just follow these easy steps:

1. Go to site: <http://in.linkedin.com/>
2. Sign-up: just follow the instructions giving your name, email, password
3. When submitting your "experience" (job info) it will ask for Company name: just type Interem and our company page will be an option on the list, choose Interem. Your profile will now also appear on Interem's Company page as an employee. It's that easy.

If you already have a LinkedIn account then follow these steps:

1. Click *Profile* at the top of your home page.
2. Click *Edit* next to your current position.
3. Click *Change Company* and type the full company name.
4. **Important:** This step is crucial. Click the correct company name in the dropdown list.
5. Click *Update*.



**Facebook** - If you do not have an account on Facebook maybe it's time you open one.

Just follow these easy steps:

1. Go to site: <http://www.facebook.com/pages/Interem/156203077806860?sk=info>
2. Sign-up: just follow the instructions giving your name, email, password, etc.

3. Go to our Company page and click on . Now every time Interem has an update you will receive the updates on your facebook account.




### Twitter

To follow Interem on Twitter

Just follow these easy steps:

1. Go to site: <http://twitter.com/#!/InteremIndia>
2. Sign-up: just follow the instructions giving your name, password

3. Now just go back to Company page an click on 



## Interesting info...

### Quotes about India by Non-Indians

**Albert Einstein** said: We owe a lot to the Indians, who taught us how to count, without which no worthwhile scientific discovery could have been made.

**Mark Twain** said: India is the cradle of the human race, the birthplace of human speech, the mother of history, the grandmother of legend, and the great grandmother of tradition. Our most valuable and most instructive materials in the history of man are treasured up in India only.

**French scholar Romain Rolland** said: If there is one place on the face of earth where all the dreams of living men have found a home from the very earliest days when man began the dream of existence, it is India.

**Hu Shih, former Ambassador of China to USA** said: India conquered and dominated China culturally for 20 centuries without ever having to send a single soldier across her border.

## Upcoming events...

The FIDI Annual Conference 2012, in Boston, USA

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