

# MAWDIARIES

E-NEWSLETTER

THIRD ISSUE

OCT - DEC

QUARTERLY E-NEWSLETTER

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DON'T RIDE. RAY



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&  
MUCH MORE

THE ORIGINAL IS HERE

# LEAD THE WAY

IT'S TIME TO RETHINK WHAT YOU EXPECT FROM AN SUV. PRESENTING JEEP COMPASS®.



**COMPASS**  
LEAD THE WAY

**Jeep**



It is with great pleasure, I am presenting to you all the 3rd issue of our quarterly E- Newsletter, "MAW Diaries".

I would like to thank whole MAW family for your continuous participation, love and support for the issuance of our newsletter and also special thanks to MAW E- Newsletter team for their efforts to make this happen.

I would like to inform about the Grand opening of Jeep Showroom at Narayanchaur, Naxal in the month of August 2018. We launched our Jeep Brand in Nepal in the Nepal's one of the biggest Auto Show NADA Auto Show 2018.

At NADA we were overwhelmed with the crowd for Jeep at stall. We succeeded to get good numbers of bookings in the show. MAW was visible in the NADA Auto Show 2018 in the form of YAMAHA, Jeep, SKODA.

We have recently launched the new Yamaha

Scooter Ray ZR Street Rally in Nepal's market. On the occasion of Dashain and Tihar Yamaha has also launched lots of exciting new schemes like: Vijaya Yatra, Exchange and upgrade schemes.

Similarly, we are also happy sell new SKODA KODIAQ. We sold 8 numbers in the 1st month itself.

As every year MAW's Women celebrated their famous festival TEEJ. MAW organized TEEJ DAR KHANE KARYAKRAM on Sep 6, 2018 and I am happy to see the participation. It is good to see Happy faces around.

At Last, I would like to Wish you all a very Happy Dashain and Tihar 2075.

Thank you and All the Best!!



# My Story – Yam Gurung



It was back in 2011 when I have joined MAW Earth movers as CFO (Customer Fold Officer). I have started talking with customer from different parts of Nepal to help them on after sales affairs. In the course of this time I have traveled to almost 55 districts of Nepal meeting different types of customers. Appreciation and humiliation was like daily food for me. Being CFO I have always tried to ensure best after sales support for all the customers whom I came across.

There are lots of travel stories of mine but amongst them story from Prime Job construction is the one which is the most interesting.

Mr Kapil, the owner of the company; was retired Indian Army and Mrs. Sharmila, the co- owner; was the former Maoist Area Commander for that very region. I remember the first time I met them at Dhankuta. I was supposed to take Annual Maintenance Contract from them.

As their machine (JS 140) was out of warranty. I met them near a small shop at Hiley, Dhankuta where we discussed on the benefits of doing AMC. Mrs Rai was not interested at that time as she have some insurance issues of her machine. She addressed the sales guy as Sir and for me she told "yasto fucche lai ke sir bhannu". Nevertheless I came back and inquired on their issues. Talked with insurance company keeping in line with the customer. Luckily we got the claim in 4 weeks for the insurance and changed their Cabin glasses.

I was about to get the contract but unfortunately the boom of machine got cracked at site. On analysing the situation I discovered its all customer's fault. They were using the machine in application where more powerful machine was required. They had JS 140 and the application required at least JS 200 HD or JS 210 LC.

I gave few tips to customer on warranty claims regarding application letter, photographs. I also discussed with the service manager on this and told the customers are loyal and very influential in that area. Customer has huge trust in machine that they have challenge every other competition in that area. I remember him saying "aruko bistaaaaaaari chalcha....hamro 140 ta swat swat fast chalcha". And his body language while expressing those words were priceless. They were sanctioned with warranty in form of goodwill warranty.

Next month I visited them. On my surprise the first word Mrs Rai told was "yam sir Namaste". I was very proud on that day. That "sir" word was so important that time because it was earned not granted. I got the AMC contract on that day. Apart from that we were given the privilege of staying on best hotel of Dhankuta. They added few more machines and attachments later.

I am still in contact with them in Facebook. We chat sometime on their work and progresses. They were doing petty contract of bridges in their corresponding areas.

Morale of story: In sales and marketing you should always be ready for humiliation as well as appreciation. There is nothing called success; "You Make It You Get It" but Patience Is The Key For It.

# SUPER HEROES

Who made impossible - possible

Super Heroes are not born. They are created. There are things in life where you need to put all the efforts and energies to make things happen. The present day of Jeep Showroom at Naxal is one of those unique works which was completed within an unbelievable time frame. It is said, when you go the extra mile nothing is impossible.

These Super Heroes made this possible. **They are an inspiration to all of us!**

## 1. How was your experience completing this construction project in just 3 months?

The project was the one of a kind in Nepal for us as two projects were equivalent to more than 10 Crore. So we were working for workshop and showroom project synonymously. Although various obstacles, we were able to complete the project



within 3 months and we are really proud of this. FCA already gave us timeline as to when the project closure should be so we had to finish the task within given time interval. Our experience after completing this project, we realized if we have hard working team and well-managed company any project can be completed in time.

## 2. When you heard that this project was to be completed in 3 months by FCA India. Did you believe it was possible?

When we were given the project with very short timeline, the main issues was to find the contractor who would be willing to work with us. The main reason was the difference between working practice in India and Nepal. . For what we heard, in India people work there for 3 shifts and here in Nepal we only work for 1 shift, working for 2 shifts could also increase the project costs. But we somehow convinced the contractors to work with us and convinced them that the time given to us is more than enough. So, we must say every individual who was involved in this project worked hard and cooperated each other in every possible way specially the contractors. But, we had that confidence that we can finish it within the given time if all the factors will be in our favor.

## 3. What were the main factors that made this project successful?

As per FCA agreements, all the raw-materials were supposed to be brought from India and there was always a high chance of delays in delivery affecting the budget schedule, but fortunately everything worked as planned from budget release to raw materials delivery. So, the factor for this project succession was the timely release of budgets, support and quickly decision from the management and coordination between the contractors. We had separate contractor for different nature of task in the projects; such as civil, electric etc. so this also made the work to be completed on time. Apart from Contractors and Logistics support we received positive effort from every individual who was involved in this project. Our Architectures invested their time to design this project





and tried everything to make it best, Management team supported us by giving timely decision, Finance team supported us by releasing the budget on time, Our Supervisors and support staffs worked very hard. Basically, this success was possible due to the co-ordination of overall team.

**4. Despite of all the support, you may have faced few challenges, would you like to say something about it?**

Yes, there were lots of uncertainties and problems. Unpredictable weather was the main challenge as it was rainy season and we never knew when it will start raining. Sometimes, we did not received the raw materials on time, so we had to act harsh to the suppliers in order to push them to deliver our raw materials on time. Basically we are only talking about this one project but we were actually dealing with two projects (Basundhara Workshop) so time management were also another issue where resource (Support Staff) allocation was also an issue. Also, in rush hours

sometimes we faced problems on both projects so the architecture needed to visit both the sites regardless the rush hour we had really good coordination with each other. But we had different contractors for different project even on that we did not allow contractors to do their work on turn-key basis we had individual contractors for civil, plumbing, electrical etc. Which made our work much easier to be completed on time.

**5. Was there any kind of physical injury to the workers?**

One time, one of our helpers accidentally drank thinner thinking it to be a water but fortunately he did not swallow the thinner so there was no serious injury. Apart from that we had no issue on safety, we always reminded our workers to use all the safety measures provided by company. And the project went smoothly without other accidents or injuries.

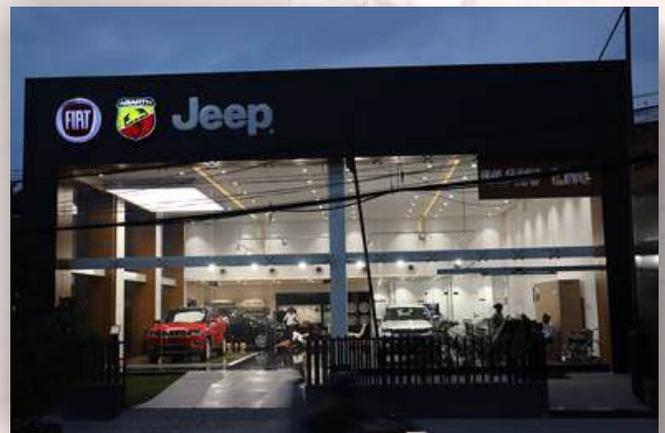
**6. This project was completed in given time. Do you have any recommendation to complete such projects in given timeline in the coming future?**

Most of the project has its

working schedules, so following the project schedule is the key. Unless, there are natural uncertainties such as rains or technical obstacles, the project can be completed in given time once we follow the schedules and planning.

**7. Do you think it is important to finish the project early? Or you think early completion can hinder the quality of the project outcome?**

Depends upon the nature of the work most of the work that we handle is interior designing it may not effect on such work but to create structure is a different thing patience is needed in such work since we need



to work with cement, sand, bricks, steel etc. So, there engineering norms for structure maturity so we cannot rush such task.

**8. Any suggestions?**

When we are given tasks we work very hard to complete it but that's not enough. Support and coordination needs from all the parties related. One is the timely decision from management and other departments. Next is the timely release of the budgets. Lastly, focus and team work is the key for project success and that's what we think is necessary.



**Jashisha Gupta**  
Sharpen your Axe

Article Name (Management Lesson) - Sharpen your Axe

Once upon a time there was a very strong woodcutter who asked for a job with a timber merchant. He got the job, the pay was really good and so was the working condition. Bearing this in mind, the woodcutter was determined to do his best.

The Timber Merchant gave him an axe and showed him the area where he was supposed to work. The first day, the woodcutter brought 18 trees.

"Congratulations," the Merchant said. "Go on that way!"

Very motivated with his employer's words, the woodcutter tried harder the next day, but he could only bring 15 trees. The third day he tried even harder, but he could only bring 10 trees. Day after day his efficiency got reduced and each day he kept bringing less and less trees.

"I must be losing my strength", the woodcutter thought. He went to the Timber Merchant with a sorry face, saying that he could not understand what was going on.

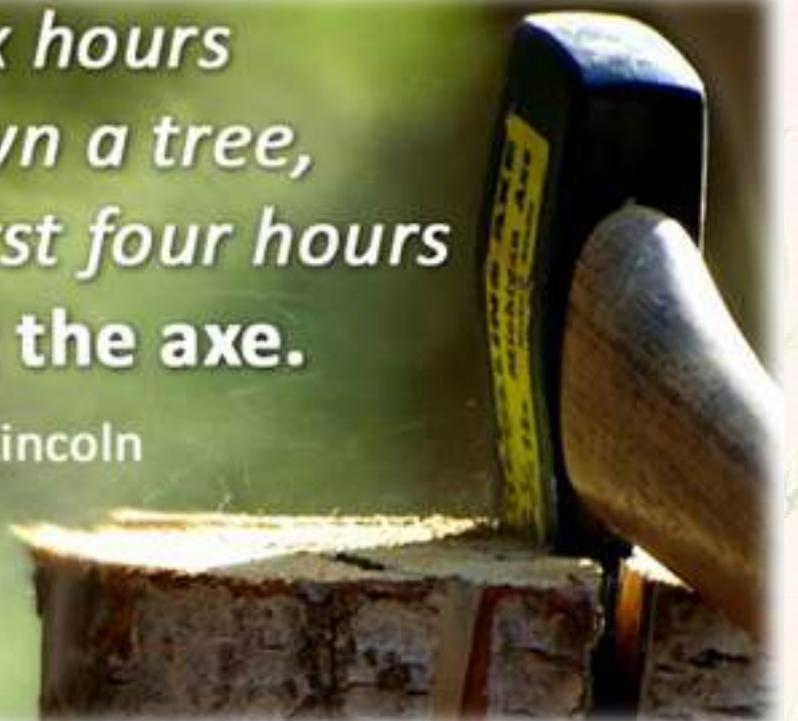
"When was the last time you sharpened your axe?" asked the merchant.

"Sharpen? I had no time to sharpen my axe. I was too busy trying to cut the trees..."

Many times in our lives, we all seem to be like the woodcutter. Too busy trying to finish our jobs, without giving a thought to revisit and re-learn things.

*If I had six hours  
to chop down a tree,  
I'd spend the first four hours  
sharpening the axe.*

~ Abraham Lincoln



# One Year To Live- Bikram Nepal

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Anthony Burgess was 40 when he learned that he had only one year to live. He had a brain tumor that would kill him within a year. He knew he had a battle on his hands. He was completely broke at the time, and he didn't have anything to leave behind for his wife, Lynne, soon to be a widow.

Anthony had never been a professional novelist in the past, but he knew that he had the potential to be a writer. So, for the sole purpose of leaving royalties behind for his wife, he put a piece of paper into a typewriter and began writing. He was uncertain that he would even be able to publish the book, but that was the only hope he had left for his wife.

"It was January of 1960," he said, "and according to the prognosis, I had a winter and spring and summer to live through, and would die with the fall of the leaf."

In that time Burgess wrote energetically, finishing five and a half novels before the year was through (very nearly the entire lifetime output of E.M. Forster, and almost twice that of J. D. Salinger.)

One year to live But Anthony did not die and he found that his cancer was just a misdiagnosis. During his lifetime as a novelist (Also best known for A Clock-work Orange), he wrote more than 70 books, however, without the death sentence from cancer, he may not have written at all.

Many of us are like Anthony, hiding greatness inside, waiting for some external emergency to bring it out. Ask yourself what you'd do if you had Anthony Burgess's original predicament. "If I had just a year to live, how would I live differently? What exactly would I do?"

**LIVE YOUR LIFE NOT OTHERS**

# तीज Happy Wala

दर खाने दिन

## TEEJ FESTIVE



September 06, 2018  
**MAW Teej Dar Khane Karyakram**

On September 06, 2018; Thursday MAW Group of Companies initiated a Teej Dar Khane Karyakram at Baithak Event Venue to engage their female employees for a fun filled day. Motive of the event was to engage all the female co-workers at a place with lots of games and excitement.

The program started from 1.00 PM. The program was formally started with lighting the

Panas and welcome speech from Tulika Mam & Vishnu Sir. The program began with the welcome dance by Ms. Saru Maharjan, Jeena Gurung, Bijona Shrestha & Renu Chaudhary where Tulika mam and other ladies were also engaged.

The event officially began with the introduction session along with the gift distribution. Then, there were several rounds of games like Paper Dance, Bum Balloon and Musical Chair. The winners of each game was

appreciated with token of love.

The event was a success and entertaining for all the female co-workers. It was one of the opportunities to meet every individual in one place from different divisions and to celebrate friendship and unity among them. Overall, a day event was held successfully with employee's participation.

By Jasmi Maharjan



## COFFEE WITH BHAWARLAL SIR

१) आफ्नो बारेमा केही भनिदिनुहोस न ?

मेरो बारेमा भन्नुपर्दा-मेरो नेपाली नागरिकता छैन । मेरो घर परिवार सबै उता इण्डियामा छन् । यहाँ म एकलै बस्दै आएको छु । १९९४ देखि मैले यहाँ काम थालनी गरेको हुँ । पहिले पेप्सिकोलामा बअअयगलत मा काम गर्थेँ पछि यहाँ कर्पोरेटमा गर्न थालेँ ।



२) परिवार देखि टाढा बसेर काम गरिरहनुभएको छ । कहिले पनि हजुरलाई यहाँको काम छाडेर परिवार सँग बसेर काम गर्नु जस्तो लागेन ?

यहाँ काम गर्दै जाँदा यहि काममा रस



बस्यो । काम छोड्नु अथवा परिवारसँग बसेर नयाँ काम सुरुवात गर्नु भन्ने त्यस्तो कहिले लागेन । पारिवारिक साथ र सहयोग पनि राम्रै मिलेको छ । कम्पनिले विदाको सुविधा दिएकाले पनि बेला बेलामा घर गईरहन्छु । सबै कर्मचारिहरूको राम्रो व्यवहार, साथ र सहयोगले टाढा भएपनि परिवारमै बसेर काम गरेको महसुस भईरहेको छ । सबैजना परिवार जस्तै लाग्छन् यहाँ ।

३) Account मा बसेर काम गर्नुहुन्छ, कतिका गाढो अथवा सजिलो लाग्छ ?

पहिले थोरै कर्मचारिहरू थिए, काम पनि त्यहि अनुसारको थियो । कर्पोरेट, फाइनान्स, JCB,

## MAW को कर्मचारिहरूलाई के सन्देश दिन चाहनुहुन्छ ?

Engineering समग्र account maintainance को काम एकै ठाउँबाट हुने गर्दथ्यो । अहिले कम्पनि धेरै बिस्तार भईसकेको छ । कर्मचारिहरू पनि धेरै नै थपिएका छन् । यसरी कम्पनि बिस्तार हुने क्रममा मैले पनि बिगत दुई वर्ष देखि यमाहा डिभिजनमा काम गर्ने मौका पाएको छु । सबै (मार्केटिङ, सेल्स, लजिस्टिक, सर्भिस) बाट राम्रो सहयोग पाएकाले काम गर्न सजिलो भएको छ ।

४) यति लामो समय MAW मा काम गर्न के ले प्रेरित ग-यो ?

कम्पनिबाट राम्रो सहयोग पाईरहेको छु । तलब तथा अन्य सुविधाहरूमा पनि management ले धेरै ठूलो support गरेको छ । पारिवारिक वातावरणमा काम गर्न पाएको छु । परिवार छैन, एकलो छु भन्ने कुरा मैले कहिल्यै महसुस गर्न परेन । सँधैँ काम गर्ने कर्मचारि साथीहरूको ठूलो साथ र सहयोगले मलाई यहाँ टिकाएको छ ।

५) खुशी हुनुहुन्छ?

म खुशी छु ।

६) MAW को कर्मचारिहरूलाई के सन्देश दिन चाहनुहुन्छ ?

जहाँ बसेर जुनसुकै काम गरौं, त्यसको लागि चाहिने भनेको मेहनत हो । मेहनत गर्न नछोडौं र पुरै ईमान्दारिले काम गरौं । त्यस्तो भयो भने कम्पनिले छोड्दैन, दिएको काम राम्रोसँग गर्नुपर्छ । मेरो विचारमा ज्ञान लिनु, काम सिक्नु नराम्रो होईन तर धेरै तिर भौँतारिएर काम गर्नुभन्दा एकै ठाउँमा गरेकै राम्रो हुन्छ । तर ईमान्दारि, मेहनत गर्न भने छोड्नुहुन्छ ।

In the Long run

# HAHAHA.....

## Suman Dhungel- Funny Story

एकजना डाक्टरले एउटा सुविधासम्पन्न अस्पतालको छेउमा नयाँ क्लिनिक खोले तर बिरामी कोही आएनन् । आफ्नो लगानी नै डुब्ने देखेर डाक्टरले नयाँ नयाँ उपाय अपनाउँदै बिरामी तान्ने प्रयास गर्न थाले । यसै क्रममा उनले अगाडि साइनबोर्ड लगाए जसमा लेखिएको थियो :- रु १०० मा मात्र उपचार गर्नुहोस् निको नभए रु १००० फिर्ता दिइनेछ ।

त्यही ठाउमा एउटा ठग थियो जसलाई यो पैसा कमाउने राम्रो अवसर हो जस्तो लाग्यो र उ कुनै बहाना बनाउने सोच राखेर क्लिनिक पुग्यो ।

ठग :- डाक्टर साब, म केही कुराको पनि स्वाद थाहा पाउदिन के गर्ने ?

डक्टर:- सिस्टर, उहाँलाई १०० नम्बरको औषधी दिनुस् त । सिस्टरले औषधी ल्याएर दिइन् र उसले त्यो औषधी खायो ।

ठग :- (वाक्क गर्दै ) यो त औषधी होइन पेट्रोल हो ।

डक्टर:- तपाईंले स्वाद थाहा पाउनुभयो ल्याउनुस १०० रुपैयाँ ।

ठग दिक्क मान्दै फर्कियो । फेरि अर्को हप्ता ...

ठग :- हेर्नुस् न, म केही कुरा पनि सम्झिन सकिदिन , के गर्ने?

डक्टर:- सिस्टर , उहाँलाई १०० नम्बरको औषधी दिनुस् न

ठग :- त्यो त पेट्रोल होइन र?

डक्टर:- तपाईंको सम्झिने शक्ति आयो , ल्याउनुहोस १०० रुपैयाँ । अब ठग चिन्तित हुन पुग्यो र फेरी एक हप्तापछि त्यहीं पुग्यो ।

ठग :- म केहीपनि देखिदिन, के गर्ने होला ?

डक्टर:- सिस्टर , १०० नम्बरको औषधी दिनुहोस् त ।

सिस्टरले ल्याइन् तर उसले केही देखेजस्तो गरेन, उसलाई त्यहीं पिट्न खोजियो तर पनि उ चुपचाप बस्यो, आखा घोच्च खोज्दा पनि उ हल्लिएन । अन्त्यमा निरास भएर उसलाई डक्टरले रु १०० दिदै भन्यो, "लिनस हजुरको पैसा" ठगले हतारमा भन्यो, " हजार रुपैयाँ दिनुपर्ने होइन र, किन सय मात्र " ?

डक्टर:- तपाईं देख्न सक्ने हुनुभयो , ल्याउनुस मेरो पैसा ।

"Laugh out loud" by Suman Dhungel

Boss: Wow!!!! You did fantastic job, you meet the target and did even more. Thank you so much, here I have a cheque worth rs. 10, 00,000 (ten Lakhs) for you.

Employee: (with full surprise) really sir? Is it for me?

Boss: Of course yes, even your name is written, and if you do same for next year I will sign this cheque too.





Suvechha Giri  
Open Letter

# Open letter to all the people who make our lives so easy in this office.

Dear Dai and Didi,

This is a simple letter that I am writing to express my deepest gratitude to you. The two words are not enough, yet I say Thank You. For you are the support system, the caregivers, and the super ninjas who keep this office running.

We might not have time to say it or to show it enough, but it is because of you that we are able to keep things running in this office from 9 am till 6 pm, and sometimes even beyond.

Thank you for ensuring that we get chiya and coffee to keep our fuel running. Thank you for taking the efforts to maintain the office environment so clean and healthy. Thank you for securing our office and our well-being. It is because you work so hard that we are able to work effectively as well.



Dear Dai, and Didi you are our pillars and an important part of our ecosystem here at JCB. This open letter is to remind myself and everyone how grateful we are to you.

# THANK YOU!



# NEVER GIVE UP .....

Imagine you have a bank account that which gets deposit of Rs 86,400 each morning.  
The account carries over no balance from day to day, allows you to keep no cash balance, and every evening

cancels whatever part of the amount you had failed to use during the day.  
What would you do?

Draw out every rupees each day!

We all have such a bank. Its name is time. Every morning, it credits you with 86,400 seconds. Every night it

writes off, as lost, whatever time you have failed to use wisely. It carries over no balance from day to day. It

allows no overdraft so you can't borrow against yourself to use more time than you have.

Each day, the account starts fresh.

Each night, it destroys and unused time. If you fail to use the day's deposits, it's your loss and you can't appeal

to get it back.

There is no borrowing The Time.

You can't take a loan out on your time or against someone else's. The time you have is the time you have and

that is that.

Time management is pertinent and you have to decide how you spend the time, just as with money you decide

how you spend the money. It is never the case of us not having enough time to do things, but the case of

whether we want to do them and where they fall in our priorities.

Moral of the story: Live Every Seconds of Your Life to the Fullest as Time Waits for No Men. So My Fellow

Colleagues, Never give up and always believe in yourself in spite of rejection.

Bikram Nepal

**Khem Rajbanshi**  
**Heavy Equipment Loan**  
**Maw Investment Pvt. Ltd.**  
**Tripureshwore, Ktm**

**Joke of the day ;-)**

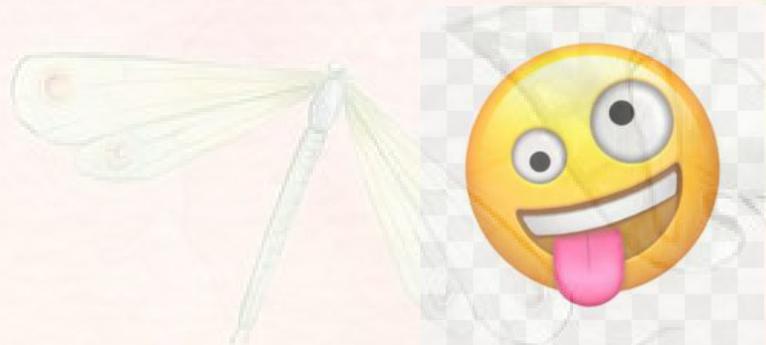
एउटा भ्यागुता ज्योतिषकोमा गएछ र आफ्नो भविष्य हेरिदिनु भनेछ ....

ज्योतिष: तेरो जीवनमा एउटी राम्री च्वाँक केटी आउनेछ अनि तेरो मुटु चोरेर लानेछे.....!!! .

भ्यागुता: (खुशी हुँदै) त्यो केटी कहाँ भेट्छु त मैले .....??

ज्योतिष : **Biology** को **Practical Lab** मा ..... .

भ्यागुता त ठाउँको ठाउँ बेहोश....



# J is for Jeep

Kiran Acharya / Shiv Kandel

## LEGACY ARRIVED IN NEPAL

Jeep showroom has been officially inaugurated at Naxal under Life Automobile Pvt. Ltd. (Opposite of NaryanChaur) on August 22, 2018. The day was enriched by the representation from Skoda, Yamaha, JCB and Yamaha Music. The day to launch the showroom was fulfilling with the participation of our Managing Director, Vishnu Kumar Agarwal and his family in, "Shuwaramb Puja" done in the



premises itself. Within 20 days of showroom launch, "Jeep team" were all set in excitement to make a debut in NADA Auto Show 2018. Jeep's stall became the most happening space for whole six days due to the craze of Jeep Compass, Jeep Wrangler and the business class customer lounge. According to Shambhu Dahal, President of Nepal Automobile Dealer Association, It's the first time in NADA Auto Show, we were able to witness the five-star customer experience with Virgin Mojito serving in lounge". The



Jeep presence in the NADA Auto Show set another benchmark of customer experience in automobile industry.

## A NEW CULTURE IN MAKING

The team of Jeep Nepal is making an incomparable effort to deliver the best customer experience every single day. Along with customer centric experience, Jeep really values the



employees' small and big successes. Therefore, whenever there is Jeep Compass booking, a "bell alerts" and every employee are reminded to come in front of the showroom. And, they sing and clap together by saying, "Happy Booking to you". The person who booked the vehicle has to come to the center of the circle and show them the "Jeep moves". The main focus is to celebrate each other's success, make them feel special and encourage everyone to do better in their designated responsibility. The momentum of this culture is to



communicate how important it is to feel appreciated and successful in our designated responsibility; no matter big or small.

At the time of vehicle delivery, the “culture bell” continues and “bouquet” and “delivery kit” is given to customers. Both the “bouquet” and “delivery kit” have been considerably designed to keep the momentum of Jeep legacy along with delivery process. Everyone stands besides, while Jeep team presents bouquet and delivery kit to the customer. The happiness and pride in customers face seen in the process of delivery makes Jeep a unique energetic family, striving to be more and do more.



# A L L A B O U T T H E L E G E N D



# OPPORTUNITY

## An Office boy

A jobless man applied for the position of 'office boy' at a very big company.

The employer interviewed him, then a test: clean the floor.

"You are hired." – The employer said. "Give me your email address, and I'll send you the application to fill, as well as when you will start."

The man replied, "I don't have a computer, neither an email."

"I'm sorry," said the employer, "if you don't have an email that means you do not exist. And who doesn't exist, cannot have the job."

The man left with no hope. He didn't know what to do, with only \$10 USD in his pocket.

He then decided to go to the supermarket, bought a 10kg tomato crate, then sold the tomatoes door to door. In less than two hours, he succeeded and doubled his capital.

He repeated the operation 3 times and returned home with \$60 USD. The man realized that he could survive by this way, and started to go every day earlier, and returned late. Thus, his money doubled or tripled every day. Shortly later, he bought a cart, then a truck, and then he had his own fleet of delivery vehicles.

Five years later, the man's company was one of the biggest food retailers. He started to plan his family's future, and decided to have a life insurance.

He called an insurance broker and chose a protection plan. When the conversation was concluded, the broker asked him his email. The man replied: "I don't have an email."

The broker replied curiously, "You don't have an email, and yet have succeeded to build an empire. Can you imagine what you could have done if you had an email?"

The man paused for a while, and replied: "An office boy!"

## Bikram Nepal



**Don't be discouraged if something is not in your favor today. Better opportunities are waiting ahead.**

# Bishwakarma Puja



Bishwakarma Day, also known as Bishwakarma Jayanti or Bishwakarma Puja, is a day of celebration for Bishwakarma, a Hindu god, the divine architect. He is considered as swayambhu and creator of the world. He constructed the holy city of Dwarka where Krishna ruled, the Maya Sabha of the Pandavas, and was the creator of many fabulous weapons for the gods. He is also called the divine carpenter, is mentioned in the Rig Veda, and is credited with Sthapatya Veda, the science of mechanics and architecture.

Search yourself

**A grand puja and celebration was observed at our service center at Basundhara. Staffs from all the divisions attended the puja. It was a fun filled and memorable day.**

# Bishwakarma Puja Glimpse







**Selfies**



# *the puzzle winners*



**Dhiraj  
Ghimire**



**Amit  
Paudel**



**Congratulations!**

# CROSSWORDS

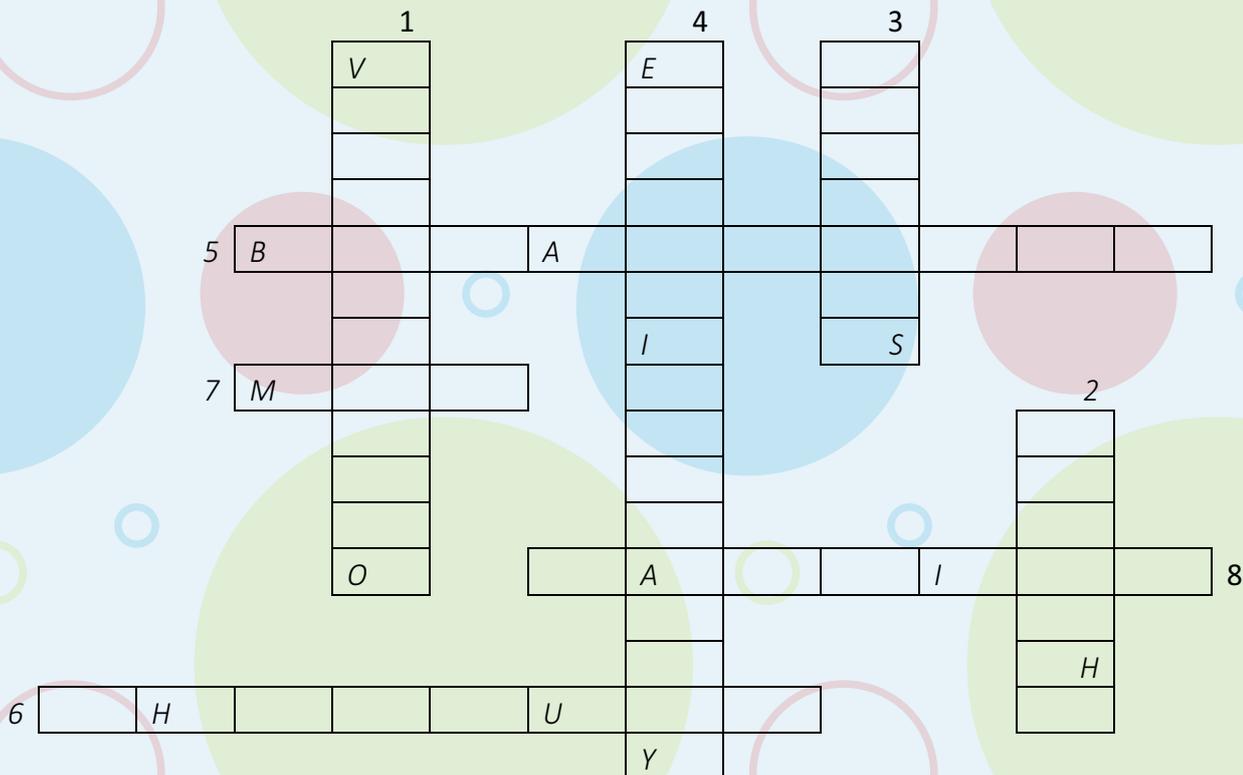


## Horizontal:

- 1) Bhim Parajuli launched Yamaha Street Rally in...? (5)
- 2) Yam Gurung's Extra Mile story was from the place (6)
- 3) What kind of partnership was signed between Kings College and MAW Enterprise? (7)
- 4) Jashisha Gupta's Health tips. (8)

## Vertical:

- 5) What did they serve in NADA Auto show 2018 at Jeep Stall? (1)
- 6) Part of health & safety topic of JCB (4).
- 7) How long jeep showroom construction did took to finish? (2)
- 8) How long did Bhawar Lal worked for MAW Enterprises? (3)



# Health Facts

Jashisha Gupta



## Benefits of Walking

Walking seems like an enjoyable activity, but isn't it too easy of an exercise to really provide much benefit in terms of fitness, weight loss, calories burned and general health? It would seem that way in this age of "No pain, No gain", "Give 110%", "Just do it", and other gung-ho catchphrases. How can something so simple, so easy and so enjoyable actually be good for you? It seems we've all been a bit misled during the fitness craze that's accompanied this generation into believing that something enjoyable can't possibly be beneficial. But the facts don't support that view. There is ample evidence that walking has a multitude of benefits.

## Health Benefits

Studies show that walking can:

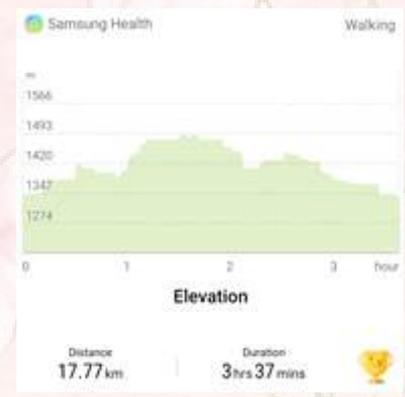
- Reduce risk of coronary heart disease and stroke
- Reduce high cholesterol
- Lower blood pressure
- Reduce risk of colon cancer
- Reduce body fat
- Help control body weight
- Increase bone density and help prevent osteoporosis
- Help with osteoarthritis
- Reduce risk of non-insulin dependent diabetes
- Help with overall flexibility
- Increase mental well being

### Some of my Walk Achievements!!!!

#### Rains can't stop – Walk



#### Walk Fun – 17.77 KM



Walking affects not only your physical health, but your mental health as well. It has been shown to improve self-esteem, ease the symptoms of depression and anxiety, and improve the mood. A gentle walk in fresh air and sunshine is not just relaxing but it makes you feel good.

So what are you waiting for? Start walking your way to health now!

Success is never final and failure never fatal. It's courage that counts

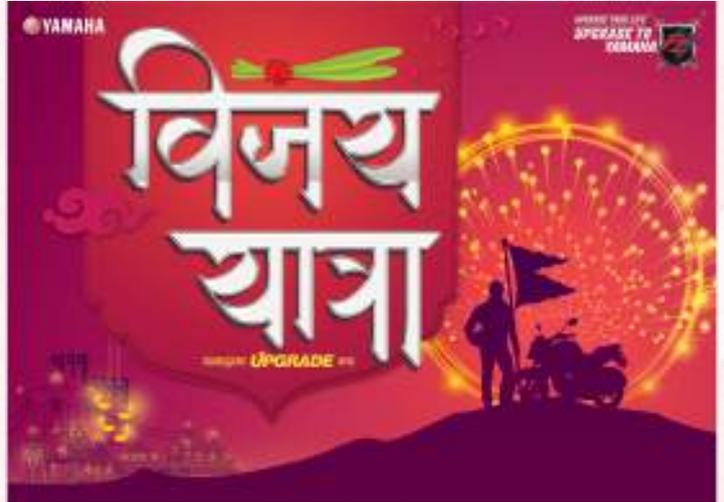
**AN EARLY WALK IS THE BLESSING FOR THE WHOLE DAY**

# MAW UPDATES

## Yamaha announces 'Vijaya Yatra', as its Festive offer

Kathmandu, 4<sup>th</sup> September 2018

MAW, the authorized distributor of Yamaha motorcycles and scooter for Nepal, has today announced its festive offer targeted to upcoming Dashain and Tihar 2075. In the offer titled 'Vijaya Yatra', the buyers of Yamaha two-wheelers will get chance to win discount up to one lakh rupees. Similarly, one of the lucky customers will win Brand New Yamaha R3 in weekly lucky draw.



'We came with unprecedented offer to add value on

excitement of Dashain and Tihar celebration. We hope that this offer will bring thrill among our customers,' Chiranjibi Shah, CEO, Yamaha Division said, 'We assure that this is the best season to own Yamaha motorcycles and scooters as customers will get the best value for their money.'

In festive offer, purchaser of Yamaha motorcycles and scooters will get a minimum Seven thousand rupees cash discount and up to One lakh rupees in scratch card. They will also get chance to win technologically advanced Yamaha R3 weekly lucky draw. The weekly lucky draw will be broadcasted live in television and in Facebook page of Yamaha Nepal. Yamaha is also offering surprise gift in every test rides of Yamaha motorcycles and scooters. Yamaha has also announced 20 percent down payment offer in while financing Yamaha scooters and Saluto.

Yamaha's motorcycles and scooters are fitted with patented 'BLUE CORE' engines. FZ series and R series are equipped with Fuel Injection (FI) technology that not only enhances the performance of motorcycle but also lessens the fuel consumption, thus increasing the mileage.

## Yamaha launches Ray ZR 'Street Rally' for Sporty Riders

Kathmandu, September 10, 2018

MAW Enterprises Pvt. Ltd., authorized distributor of Yamaha motorcycles and scooters for Nepal, has introduced another exciting addition to its Ray ZR scooter series with the all new 'Street Rally' Edition in Nepal today. The 'Street Rally' Edition design is inspired from globally reputed models of Yamaha.

Ray ZR Street Rally adopts a newly designed 'Wing Style front fairing' inspired from Yamaha MT-09 which along with serving as the wind deflector, will also enhance the sporty look. The new 'Knuckle Guard'



protects from windblasts on the handle grip and the movable front fender protects from mud splatter, while both adds up to its sporty appeal. The characterized 'Rising Air Tail' along with the sharp, sporty mirrors and fully digital meter comes along with 'roller rocker arm' that reduces horsepower loss and 'easy-to-use power' settings in extremely low speed ranges.

The Ray ZR 'Street Rally' Edition draw power from an air-cooled, 4-stroke, SOHC, 2-valve, 113cc "BLUE CORE" engine with a continuously variable transmission (CVT) unit, which provides both smooth initial acceleration and pickup. Presence of 170 mm diameter front disc brake and alloy wheels reduces the inertial moment of the steering assembly and thus, contributes to light, agile handling characteristics. Additionally, it also offers large under seat storage room (21 litres capacity) with front pocket enough to fit a 500 ml bottle and two-level raised seat provides great comfort to the rider while reducing fatigue.

"Yamaha's Cygnus Ray ZR 'Street Rally' edition perfectly combines power and style that makes it an aspirational buy," Chiranjibi Shah, CEO, Yamaha Nepal said "Continuing with Yamaha's legacy to provide technologically advanced, sporty and stylish products, 'Street Rally' will bring excitement to scooter customers who look for sporty scooters with easy maneuvering along with smooth power delivery. The globally known 'Unique style of Yamaha' that outlines any product innovation including the 'Street Rally' edition will help the brand to keep up its incremental ascent in the Nepali two-wheeler market." The scooter will be priced at Rs. 2,08,900.00 and will be available in two different colors – Rally Red and Racing Blue.

## Yamaha kicks off 'Exchange and Upgrade' campaign



Kathmandu, 15 Asoj

Yamaha, one of the most preferred two-wheeler brands in Nepal, has kicked off its week-long customer-centric initiative 'Yamaha Exchange and Upgrade' throughout all Yamaha showrooms in Nepal. During this campaign, customers will get best valuation of old motorcycles and scooters of any brands while exchanging with Yamaha two-wheelers.

'This is the best time to exchange motorcycles and scooters and upgrade to technologically advanced Yamaha two-wheelers,' said Mr. Chiranjibi Shah, CEO, Two-wheeler Division, MAW Enterprises, 'Customers will get best valuation for their old motorcycles and scooters of

any brand. They will get a guaranteed Rs 30,000/- valuation for their two-wheelers regardless of any brand and condition.' The campaign will last till 19<sup>th</sup> Asoj.

Recently, Yamaha announced its Dashain offer, 'Vijaya Yatra' where the buyers of Yamaha two-wheelers will get discount from Rs 7,000/- to 1 lakh rupees. Similarly, one of the lucky customers will win Brand New Yamaha R3 in weekly lucky draw which is live broadcasted in Avenues Television and Yamaha's official Facebook Page on every Monday at 7:55 PM. Yamaha is also offering surprise gift in every test rides of Yamaha motorcycles and scooters. Yamaha has also announced 20 percent down payment offer in while

financing Yamaha scooters and Saluto.

Yamaha's motorcycles and scooters have engines with Yamaha-patented 'BLUE CORE' technology. FZ series and R series are equipped with Fuel Injection (FI) technology that not only enhances the performance of motorcycle but also lessens the fuel consumption, thus increasing the mileage.

बनाइएको छ र यसले राइडिंगलाई एग्रेसिभ बनाएको छ। यसको वजन एकसय ३७ किलो रहेको छ। यसमो टेलिस्कोपिक फ्रन्ट फोर्क र मोनोक्रस रियर सस्पेन्सन छ।

आर१५ भी३ मा स्प्लिट सिट रहेको छ जसले स्पोर्टी अपिललाई भन बढाएको छ। स्लिक टेललाईट, रियर मडगार्ड र माथि उठाइएको मेसिन गन मजलमा भने परिवर्तन गरिएको छैन।

यामाहाको नयाँ डर्ट बाइक एक्सटीजी१२५

डर्ट बाइकप्रेमीहरूका लागि यामाहाले एक्सटीजी१२५ पनि ल्याएको छ। पसहर र अफरोटमा पनि राम्रो पर्फमेन्स दिने यो बाइक सबैभन्दा विश्वसनीय डर्टबाइकमध्ये पर्छ। यसमा ११ लिटरको फ्युल ट्यांक रहेको छ। अफरोडमा पनि यसको लामो सस्पेन्सनले आरामदायी यात्राको अनुभव दिलाउँछ। नेपालमा यसको बजार मूल्य तीन लाख ८० हजार राखिएको छ।

## JCB's Customer Visit to UK Factory

Kathmandu, 9th September

MAW Earthmovers Pvt. Ltd., the authorized distributor of JCB construction and heavy equipments in Nepal, has hosted a plant visit in JCB main facility in Rocester, UK for its valued customers. In a weeklong visit, the Nepalese customers witnessed manufacturing process of world's most trusted heavy equipment machines.

During the visit, JCB customers observed the process of how the machines are built from the delivery of the sheet steel, profiling, laser cutting, welding, paint shop, assembly and finally the finished

product. They also inspected the world's first Backhoe loader which was invented by Joseph Cyril Bamford, the founder of JCB, and JCB-made world's fastest diesel car.

The customers also enjoyed and had great time touring UK. Customers told that it was a life-time experience in JCB factory and UK tour. They also shared privileged to be associated with and making JCB as part of nation development.

One of the customers in the visit, Dr. Surya Bahadur Khadka, Managing Director of Surya Construction Firm Pvt. Ltd., expressed delight to see how the world best heavy equipment are made ready to face the harshest

situations during construction works. 'We are very much thankful towards MAW Earthmovers for this lifetime experience given to us,' he said, 'it is satisfying to witness all the manufacturing process.'

JCB is one of the world's top three manufacturers of construction equipment that employs around 12,000 people on four continents and sells products in 150 countries through 2,000 dealer depot locations. Today, JCB has some of the finest engineering facilities across the globe, produces a range of over 300 machines and maintains a reputation for unrivalled customer service.



Acquired by FCA, Jeep established its new plant in India in 2016 and launched the vehicle in July, 2017. The Jeep Compass being manufactured in India is of third generation and the Nepal market will be receiving the vehicle produced in India. Jeep Compass is the combo of ruggedness of Wrangler and premiumness of Cherokee.



Till date 700,000 Jeep Compass has been sold worldwide where over 26,000 were sold by India along and exported more than 5,000 in countries like Japan, UK and Australia having right hand driving system.

Life Automobile seems confident on sales of the Jeep Compass in Nepal. 'Jeep Compass will be game changer in Nepali auto market,' said Rishi Waiba, Sales Manager of Life Automobile, 'We have been receiving tremendous queries and around 60 bookings have already been made.' No other SUV gives have the unique features than of Jeep, Waiba claims.

'Anyone wishing for freedom, adventure, passion and authenticity in four wheels driving then Jeep Compass will be only option because Compass has been designed with the same motto,' he adds.

The most awarded SUV in India in 2017, Jeep Compass comes in two powertrains - a 1.4-litre Multi-air Petrol engine with 160hp power and 250 Nm torque, and a 2.0-litre EcoDiesel engine with 170 hp power and 350Nm, mated to either a six-speed manual and seven-speed automatic Dual Dry Clutch Technology (DDCT) gearbox. It is featured with Select Terrain Traction Management System which helps driving in treacherous terrains like snow, sand and mud. The SUV is available in black, silver, red, white, blue.

## यामाहा R15V3 मा भूमिए युवा राइडर

भृकुटीमण्डपमा जारी नाडा अटो सोमा यामाहाको आर१५ भी३ युवाहरुको आकर्षणको केन्द्र बनेको छ । नाडा अटो सोको पहिलो लामो समयदेखि नेपाली राइडरले कुरिरहेको यो स्पोर्टबाइकको तेस्रो संस्करण सार्वजनिक गरिएको थियो ।

'पहिलो दिनदेखि नै भिजिटरहरु नयाँ बाइकमा भूमिएको हामीले पाएका छौं । त्यसो त यो बाइक वान अफ द मोस्ट अवेटेड बाइक हो,' यामाहाका मार्केटिङ म्यानेजर शंकर श्रेष्ठले भने,

'यसको बुकिंगको संख्याबाट हामी निकै अधिकतम १९.३ एपी पावर र ८५०० उत्साहित छौं ।' उनका अनुसार आर१५ आरपीएममा अधिकतम १४.७ एनएम टर्क भी३ को मूल्य चार लाख १७ हजार नौ उत्पन्न गर्न सक्छ । यसको अधिकतम गति एक सय ४३ किलोमिटर प्रति घन्टा रहेको छ ।

यामाहा आर१५ भी३मा अघिल्लो पटकभन्दा ठूलो १५५ सीसीको सिंगल सिलिन्डर, एसओएचसी, लिक्विड कुल्ड, बढी स्पोर्टी र शार्प देखिन्छ । यसको भीभीए (भेरिएबल भल्भ एक्चुएसन) डिजाइन वाईजीएफ आर१२५ र फोर स्ट्रोक इन्जिन जडान गरिएको छ । वाईजीएफ आर६बाट प्रभावित छ । ६ स्पिड ट्रान्समिसनसँग जोडिएको यो यसको अगाडिको भागलाई धेरै अपडेट इन्जिनले १०००० आरपीएममा गरिएको छ र लिड हेल्याम्प क्लस्टरलाई



सेन्ट्रल भेन्टले छुट्याएको छ जसले एरोडाइनामिक्समा मद्दत गर्छ । आर१५ भी३ को अगाडिमो भाग बढी मस्क्युलर देखिन्छ । डेल्टाबक्स च्यासिसमाथि बनेको नयाँ रेसिंग बाइकमा एरोडाइनामिक्समा धेरै सुधार गरिएको छ । यसमा नयाँ डिजिटल इन्स्ट्रुमेन्ट क्लस्टर लगाइएको छ ।

अघिल्लोभन्दा २५ एमएम छोटो ह्विलबेस भएको भी३को सिट हाइ पाँच एमएमले बढाएर ८१५ एमएम

## All-New ŠKODA KODIAQ hits Nepalese roads

Kathmandu, September 12

ŠKODA MAW, authorized dealer of ŠKODA cars in Nepal, launches the All-New ŠKODA KODIAQ enriched with sporty appearance, crystalline design, class-leading safety, and a host of 'Simply Clever' solutions. KODIAQ is ŠKODA's first 7 – seater SUV with powerful & efficient 2.0 TDI diesel engines, 4x4 all-wheel drive system, 7-speed DSG gearbox, fuel efficiency of 16.25 km/L.

With a length of 4.70 m, the seven seat configuration and the largest boot within its class, the ŠKODA KODIAQ represents the brand's strengths: a design that is full of character, extraordinary interior space, practical intelligence and innovative technology that can be found in vehicles from higher segments. The KODIAQ will go on sale at exclusive ŠKODA showrooms and will be available in 5 attractive colors of Quartz Grey, Moon White, Magic Black, Lava Blue and Lava Red.

'The demand of the full-sized SUV is increasing in Nepal. To address this demand, we have introduced this new car which is powerful yet beautiful. It is ŠKODA's first SUV that has already been well appreciated and accepted in Europe,' Raunak Agarwal, Executive Director, MAW ŠKODA said, 'With the KODIAQ, we will enter a new segment and customer groups for the brand.'



'The ŠKODA KODIAQ is versatile and offers everything our brand promises: features which are premium and innovative even for SUVs in higher segments. The KODIAQ delivers performance, comfort, safety, best in next-gen technology and real value for money for the ever evolving and discerning Nepalese customers' need. We are pretty much sure that it will be a breakthrough

product and will be the compelling choice for the new generation,' Agarwal added.

## With Compass, Jeep makes Nepal debut

The iconic and legendary American SUV brand Jeep has officially entered Nepal. The Nepal agency of Fiat cars, Life Automobile has formally brought Jeep Compass as its first SUV.

The Jeep brand, synonymous with petrol-heads worldwide, is the first SUV brand in the world and has been continuing the legacy by upgrading the new models with time. Jeep, one of the most escalating brands of Fiat Chrysler Automobiles (FCA), carries 77 years of history in world automobile sector. Born amid WWII on request from US army, Bantam, Willys and Ford created Jeep, designed for army purpose.

Once the war was over, Willys transformed the army-purpose vehicle to civilian-purpose by introducing CJ-2A in 1945. Coming to the 1970s, the vehicle has already become leader in 4X4 vehicles, several models emerged in the decades such as Dispatcher Jeep, CJ-5 Renegade, Cherokee, Cherokee Chief, J-10 HONCHO. Similarly, the vehicles that arrived in 1980s were Grand Wagoner, Wagoner Limited, Cherokee XJ, Jeep Comanche, and Jeep Wrangler.

The Cherokee model is considered as the most capable SUV ever. The new coil suspension of Wrangler helped the brand to achieve sales of 629,000 units throughout the entire decade in 1990s.

The Compass vehicle started its production from 2007 from the US. Jeep Compass is produced only in four plants worldwide- Mexico, Brazil, China and India while Cherokee and Wrangler are manufactured from the US plant.



# POETRY

CREATIVE WRITERS AT MAW FAMILY



## I Wish

I wish I could live longer  
I wish I could stay further  
I will praise your body  
Worship your soul  
I will hold your hands  
Trap you in my arms

I wish I could vanish that fears  
I wish I could hold that tears  
Happiness is that matters  
Gives us some smile  
Love me embrace me  
Make me warm for a while

I wish I could.....

*yam gurung "enlightened"*

I  
WISH



YAM GURUNG'S

**Launching of street rally from the Mayor of Biratnagar Metropolitan city Mr Bhim Parajuli @Tirupati Auto Palace, Biratnagar – Omnarayan Shrestha**



# Partnership with Kings College

(MoU Signed on 3rd September-with Kings College regarding student placement for Management Trainee and Internship.

- Samir Shrestha



## GAUN KHANE KATHA

१. सेता सेता छन् दाना असिना होइन, उड्दा उड्दै हराउछ असिना होइन के होला ?
२. सुन पिट्दा निस्कियो चादि, चादि पकाइ मुखभिल खादि के होला ?
३. पोखरि सुक्यो बकुल्लो मर्क्यो के हो ?
४. जति जति मासु खान्छ उति उति खिरौटो के होला ?
५. अक्षर छ किताव होइन, गोलो छ इनार होइन संसार डुल्छ खुट्टा छैन के हो ?

Bheam Neupane



उत्तरहरु

१. कपास

२. धान

३. दियो (बत्ति)

४. अचानो

५. पैसा (सिक्का)

## PHOTO GRAPHS NEEDED

## SEND YOUR PHOTO GRAPHY FOR NEXT

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