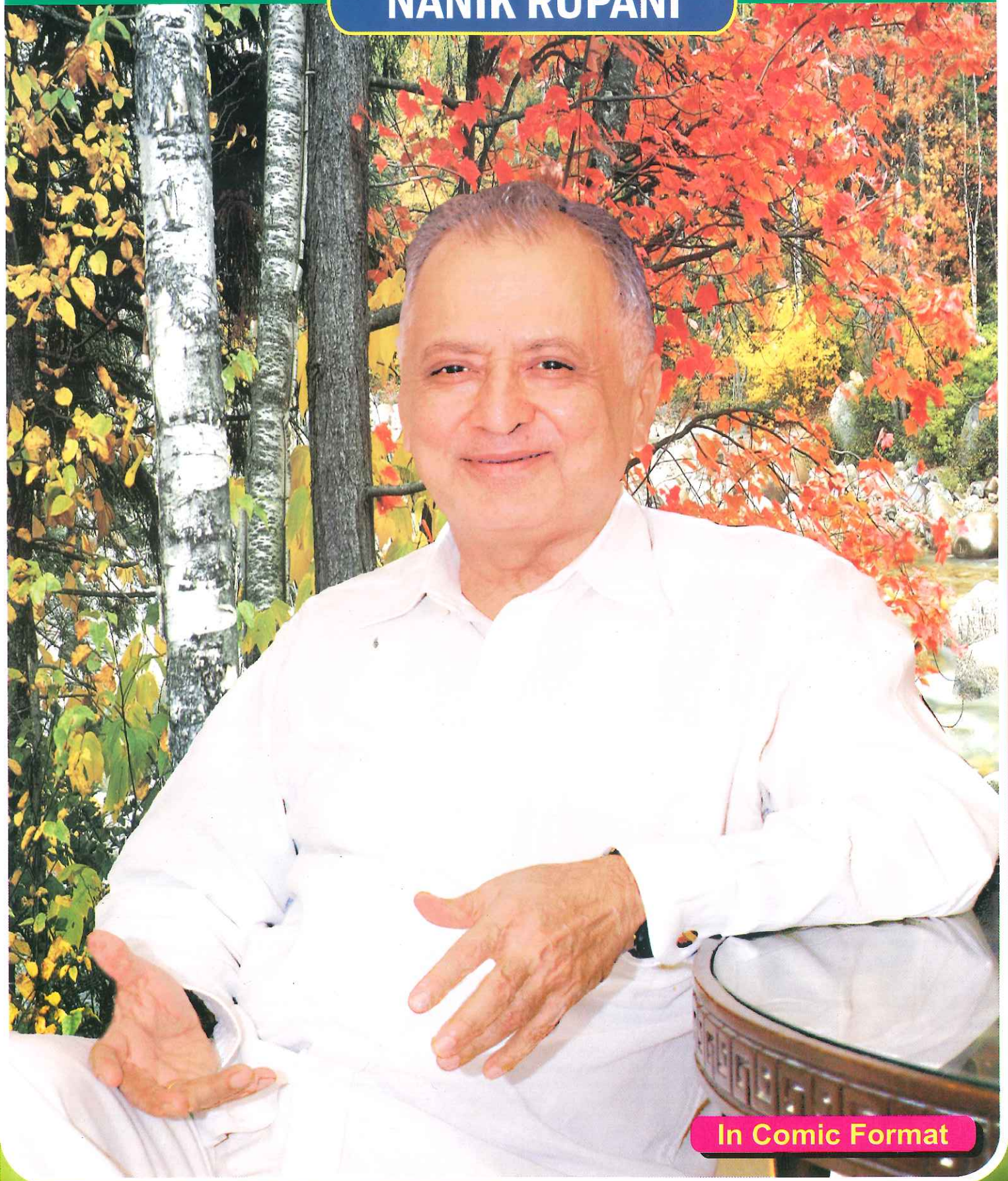


Success is Our Birthright

NANIK RUPANI



In Comic Format

NANIK RUPANI'S

Six Steps towards Success

1 DREAM



2 THINK



3 ORGANISE



4 PLAN



5 IMPLEMENT



6 SUPERVISE



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Achieving Success - Nanik's Mantras



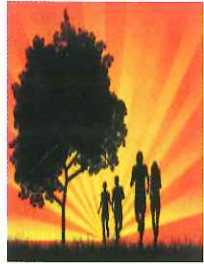
Reach for it

- Success does not come. We have to reach for it as it is our birthright. No one achieved anything lasting and worthwhile, without arduous and painstaking efforts.



Face failure boldly

- Failure is inbuilt in any human undertaking. The winner is the one who knows that he or she will face obstacles, hurdles, opposition, and even enmity.



Persevere

- The winners go on regardless, and face every difficulty with a positive attitude, without becoming bitter, spiteful, or depressed. They realize that when they enter the ocean of life's labours, the waves will go on coming at them, sometimes with overwhelming force and intensity. They know they have to hang on, persevere and remain committed to their goals.



Develop an aim

- Winners always develop long range goals and aims. They may adjust their directions sometimes, but their goals remain fixed in their minds. They focus their energies and capabilities on these goals and do not allow setbacks to deter them permanently. Mankind did not accidentally reach the moon. For eons our ancestors looked up the silver circle in the night sky and dreamt of going to it.



Never use foul means

- Though your opponents and even forces of nature may sometimes seem to hit below the belt, and appear to be using unfair means, winners know that these situations are all part of the game of life. They take them in their stride and never become bitter, resentful, or dispirited. They never employ unnatural methods, which will deprive others of life, limb, or livelihood.



Never rock your own boat

- Winners ensure that their home grounds remain on a firm footing. They maintain loving relations with their spouses, parents, children, relatives, friends, neighbours, colleagues, staff and customers. The worst scenario is discord in one's own home, with one's spouse, parents or children. Sometimes, keeping composure is easier said than done. Sometimes events provoke us to react in a hostile manner. Winners remember at all times, that they need to compromise, keep calm and avoid the temptation of hitting back. They know that this will only rock the boat in which they are sailing. How can we face the storms and reach the shore successfully, if our boat rocks or is upset?

Achieving Success - Nanik's Mantras



Unity is strength

- Unity is one of my favourite mantras. Alone we are weak and exposed. Together, we can be impregnable and victorious. Winners keep their home team together in a well knit unit. They overlook differences as far as possible. They know that to be effective, a hand needs its five fingers operating in unison. No man is an island. We are part of the whole. We need our families, friends, customers, suppliers, friends, teachers, neighbours, fellow countrymen, and fellow beings and creatures. We also need nature to remain on our side. So keeping harmony all around is the best way of ensuring success in the long run.



Keep on learning

- Knowledge is power. We need to go on and on learning and practicing new skills, acquiring information, and keeping an eye open for opportunities. The man or woman who stops learning has started the downward descent and can never reach the top. If we cease to learn, we begin to lean downwards. Nothing can remain stationary. We either go up or down. New knowledge helps us to continue on the upward spiral.



Work hard

- Fate and destiny are in many ways preordained. However success can only be achieved. Tenzing was destined to reach the top of Mount Everest. But he would never have made it if he had not made back breaking efforts.



Accept responsibility

- The person who blames others or circumstances for failures or setbacks, has subconsciously admitted defeat. A winner learns from experiences. He or she is grateful for the obstacle which has given the opportunity to rise to the occasion and struggle to overcome it, finding new horizons after climbing over the top.

thankyou

Be grateful

- The best way of ensuring that we continue receiving the cooperation of others and even from nature, is by being grateful for what we have received. This will ensure that the cooperation continues. Never take for granted the services of your family members, your friends, colleagues, staff, and others we interact with. Gratitude and appreciation are powerful motivators. Remember the good that people do for you, and they will give you much more in return.



Life is a gift. Treasure it.

- Your lives, bodies and health are your greatest gifts from nature. We need to care and maintain them in the proper way.



Achieving Success - Nanik's Mantras



If we abuse these gifts, we cut the branches on which we are seated. Our bodies are incredibly wonderful creations. Only a blind man knows the value of eyesight, and only a disabled person knows the joy of the limbs. Yet we habitually indulge in acts which undermine our health and lives. Life is precious. You can only succeed if you have retained life, health, and a sound body.



Pray

- We are the creations of an infinite power. We need to remain in touch with our creator through prayer and meditation. The religion and religious customs we follow are of little relevance. What matters is that we regularly reach to our creator through our minds, remain with Him, confide our troubles, and pray for guidance. All that we have come from this Creator and just as a child reaches for its mother for love and comfort, so must we reach our Creator through our minds.



Respect Laws

- Breaking natural or man made laws inevitably invites problems. If we jump down twenty feet, we are going to get hurt. If we injure someone, the law will be after us. I have seen that it is best to observe and respect the laws of the world and society in which we live in order to be successful and happy.



Help Others

- Reach out. If we give without selfishness, we tend to get much more in return in some form or the other. If you help someone, in your troubles, someone will come forward to help you. Unknown people or complete strangers will be there to assist you, in times of need, if you have in turn helped others.



Pride and Success don't mix

- Pride and egoism can cause your rapid fall, even if you have reached heights. Humility and respect for others, keep the way upwards open. Pride digs pits for us to fall in to.



Never Quit

- If you give up, you cannot win. Perseverance, even after repeated setbacks, is the only way to reach the top. Quitters never win. Winners never quit.



Love is the most heavenly quality we can find on earth. The more love we can generate the more we will get and the more success we will attract. We must love those with whom we interact, love our work and love our Creator, our families, friends, relatives, neighbours, our country and our world. Love brings infinite happiness and success, and lack of it brings sorrow, defeat, and hopelessness.

Achieving Success - Nanik's Mantras



Develop self confidence

All of us are unique. There is no one exactly like us. We need to develop a healthy self image and have confidence in our abilities and nature. We can if we think we can. If we believe we can not, we will never achieve anything. The simple words IWILL-ICAN achieve miracles of success.



Nurture a positive personality

Cleanliness, friendliness, a smiling face, courtesy, punctuality, reliability, consideration, honesty, good grooming, proper manners, pleasant communication skills and good public relations, can do wonders to increase one's measure of success. Vice versa, if you have everything but lack these, there is little prospect of success in any venture.



We cannot all be the captain

We all play roles in the scheme of life. Every one must play his or her own role to the best of his or her own ability, in order to be successful, useful, and happy. I cannot be a good parent to my neighbour's children. However much I care for and love my neighbour's kids, I can only be a good father to my own children.



Give back to society

We live in society and owe our existence to it. We need to care for society as we would for our own parents, for we owe our success and survival to it. We must give back some of what we have received. Only then will society remain healthy and progressive.



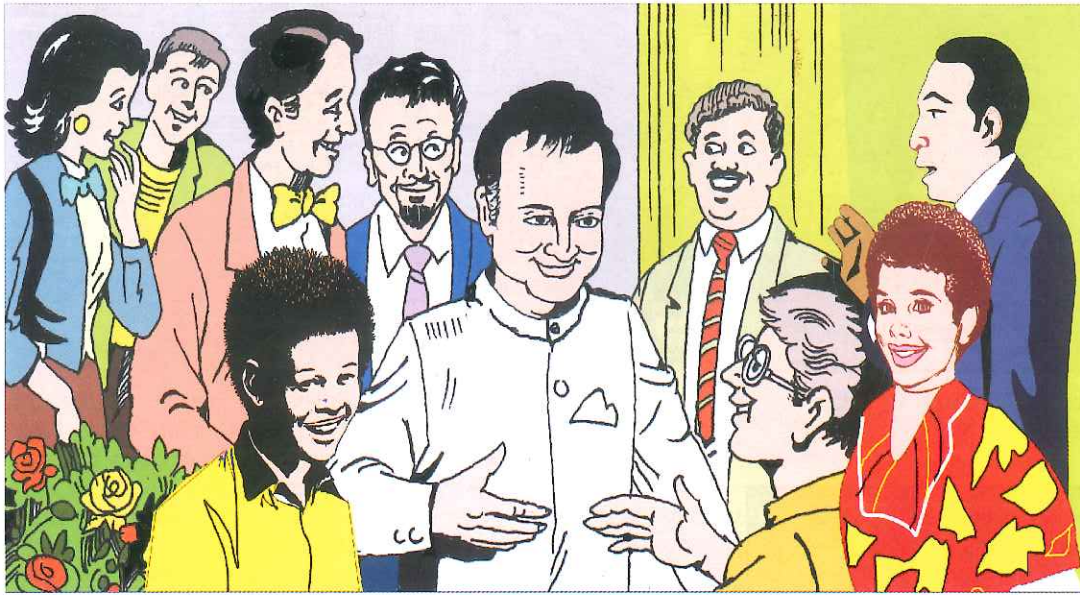
Honour your parents, teachers and elders

We owe our existence primarily to our parents. We must honour and serve them for it is only through their good will and blessings that we can succeed. We must respect our elders and teachers, for it is through them that we gain knowledge and wisdom. Our children will also do unto us as we do unto our elders.

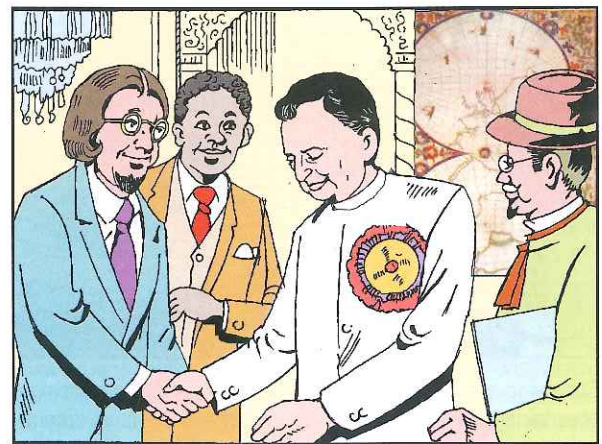
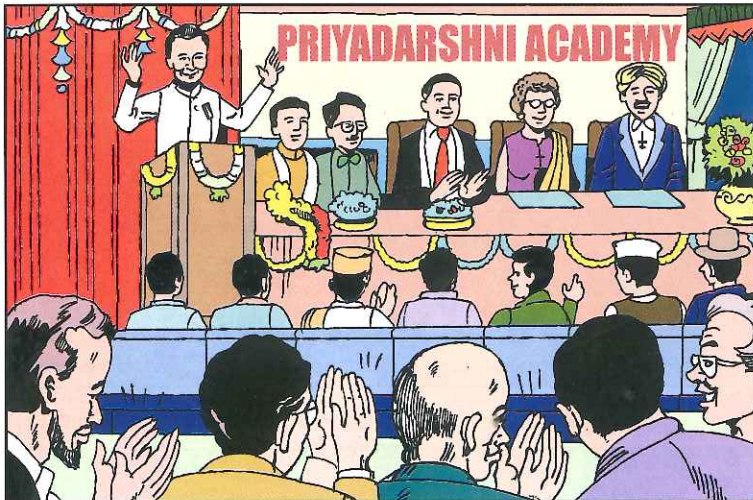


I have lived my life with great satisfaction and been able to achieve success by abiding to these precepts. It is my heartfelt desire that every human being achieves success, as his or her birthright. I hope that by bearing these 'mantras' in mind, you, dear reader, will succeed in your aims.

Nanik Rupani

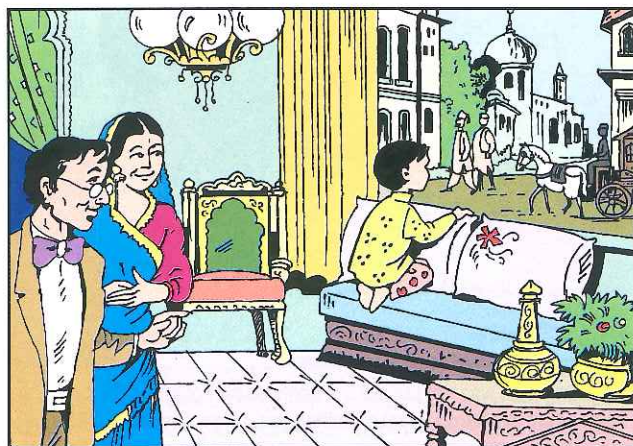


“
Service to mankind is the best work of life. Since we have taken so much from the society, it is our duty to pay back
”

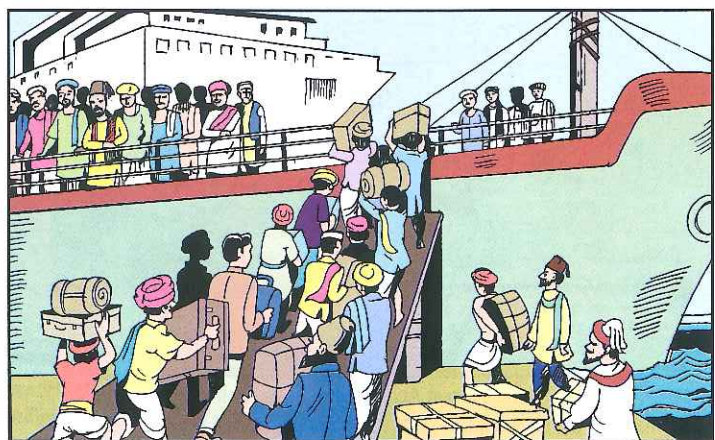


Successful Entrepreneur, Marketing wizard, with an impeccable record of honesty and transparency, indefatigable in promoting myriad social and educational causes in India and abroad.

" Success is our Birthright. The reward of Service, is more Service. "



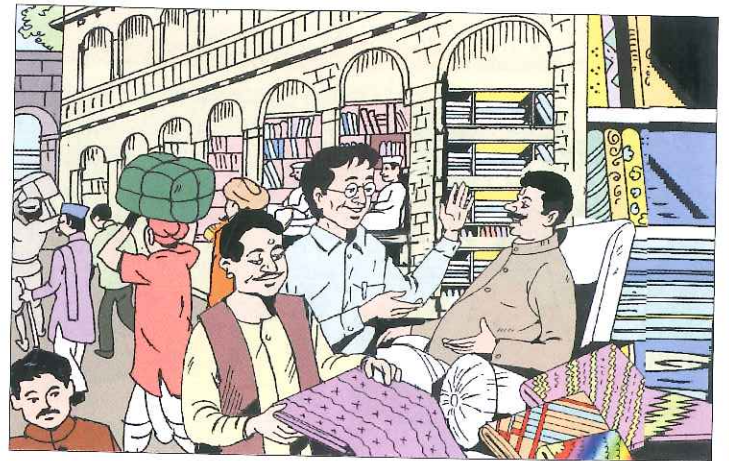
Nanik was born in Karachi, in undivided India in 1941, to Kisharam Lekhraj Rupani and Radhabai wealthy traders.



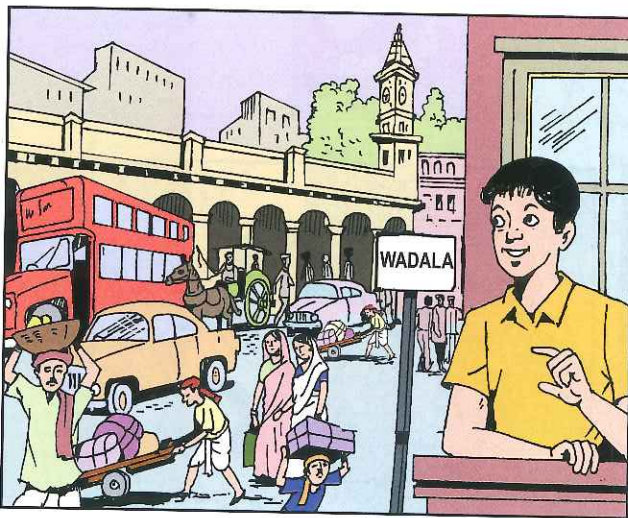
Nanik was six, when the Partition of 1947 forced the family to leave behind all their property and wealth.



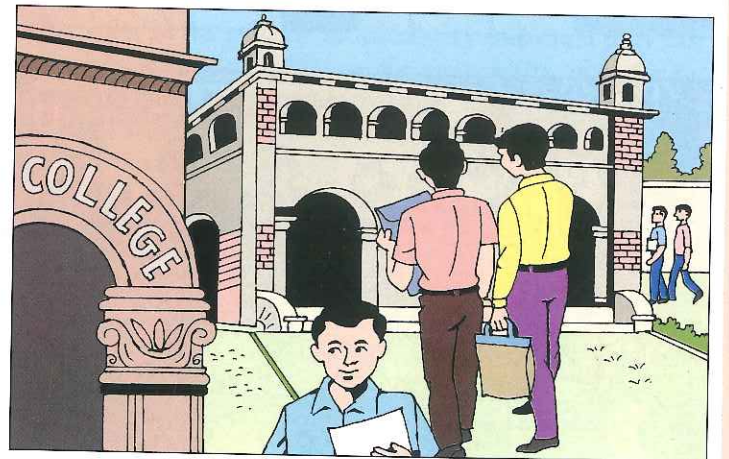
They moved to Bangalore, Hyderabad, and finally to Wadala, then a modest, distant suburb of Bombay.



Kisharam, Nanik's father, was a God-fearing person. Despite the misfortune that had befallen him, he, like many victims of the tragic upheaval, began life anew. With no capital to start his own business, he worked as a Commission Agent for cloth dealers. The family lived simply, managing to make ends meet. Unlike many others, Kisharam was content to lead a simple but honest life.



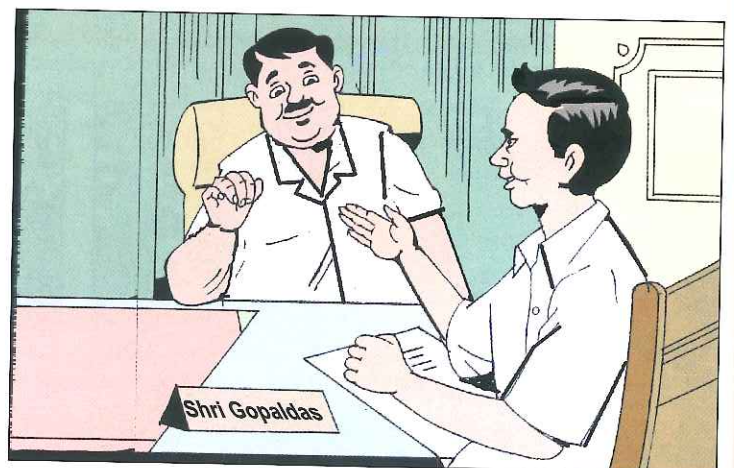
Observing his father's strenuous life style, and witnessing the uncertainties of income based on commissions, Nanik dreamt of a regular job with a steady income, from which he could save some capital to strike out on his own as a businessman.



Nanik was still at college and had no experience in business and employment.



When Nanik applied for a job in Accra, Ghana, he was interviewed in Bombay by Shri. Gopaldas, of M/s. Bhojsons, one of the biggest trading houses on the West African Coast. The gentleman exploded – "If you are not a graduate and have no knowledge of accounts, why I should hire you".



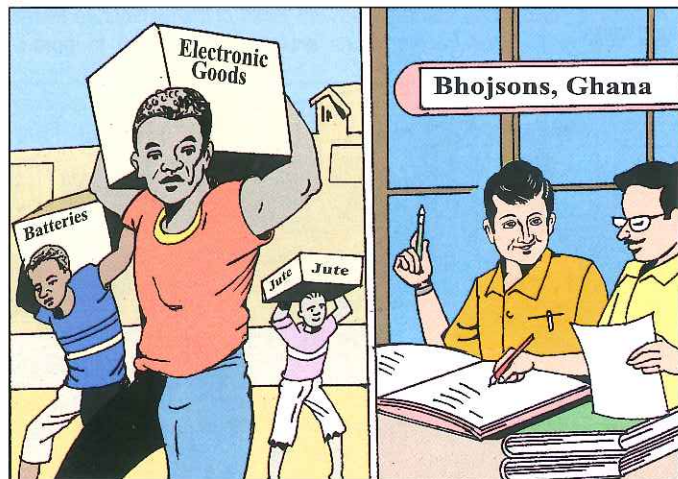
However the young man was not put out. He confidently replied – "Sir, I am willing to learn. I am prepared to take challenges, to go anywhere." The answer obviously impressed the interviewer. He appointed the enthusiastic young man at the minimum salary of Rs 150.00 per month, and told him to prepare to leave for Ghana, on the West African Coast.



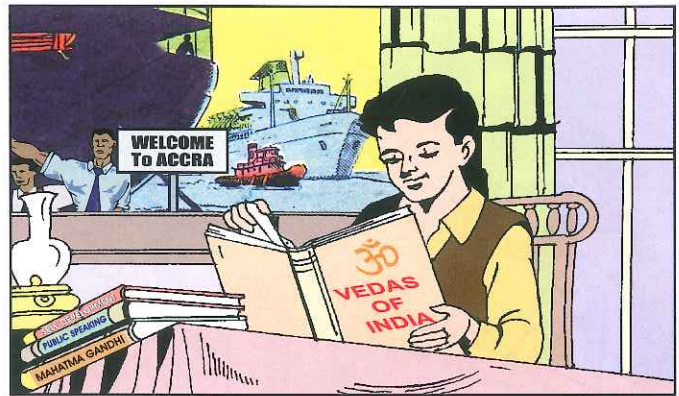
Grasping fate by both hands, young Nanik boldly opted for the opening shown to him in Ghana, Africa, and set sail on the adventure which is still continuing.



Ghana had gained Independence in 1957, and was offering beneficial terms to trading houses from other countries. M/s Bhojson's dealt with a variety of products. The famous Madras kerchiefs imported from India among other items, were popular amongst African women who liked to wear them as head scarves.



Goods like textiles, electronic items, batteries and jute arrived in huge quantities by sea into Ghana. Even ice cream was imported from the United Kingdom. Nanik began acquiring hands-on experience of working in a "star" trading house. He learnt the intricacies of this trade, and revelled in mopping up every experience with enthusiasm.



A teetotaler, and a vegetarian with frugal habits inherited from his parents, Nanik could send two thirds of his salary, i.e. Rs.100 /-to his parents, as lodging and boarding was provided by the company. He made up for his interrupted college life, by voraciously reading books on self development and English.



He was put in charge of M/s Bhojson's warehouse at Kumasi 250 kms. from Accra. One of Nanik's tasks was the risky job of depositing huge amounts of cash from several Bhojsons retail outlets in Kumasi into the account at Barclays Bank, every morning. His main responsibility was to ensure that all of Bhojsons' wholesale and retail outlets in the city were sufficiently stocked with appropriate goods. This brought him in regular contact with inquiring merchants from various countries.



Loyal to his own nationality, Nanik tried to push Indian goods whenever and wherever possible. He also became aware of the tremendous imbalance and inequality in Ghana's development. While some lived in luxury, others were extremely poor.



Illiteracy was very high. Some traders took advantage of this and deceived the populace. Women, who mostly handled the local trade, were often cheated. The idealistic young Nanik witnessed this and developed a life long empathy with the unfortunate and exploited. He ensured fair dealings in his own department.



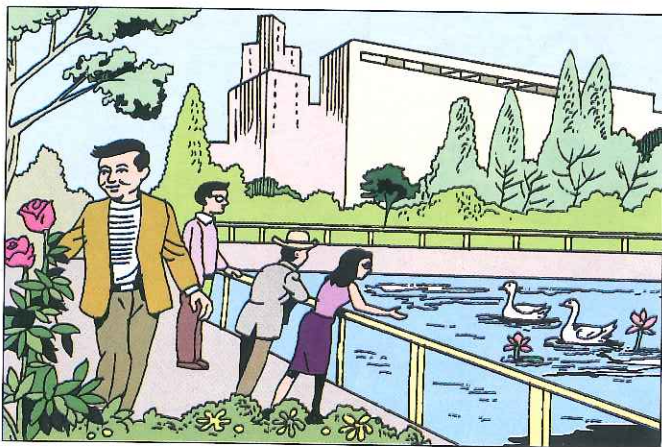
On weekdays, once all duties in the warehouse were done, Nanik would go over to the company's textile showroom, where he had the opportunity to interact with customers.



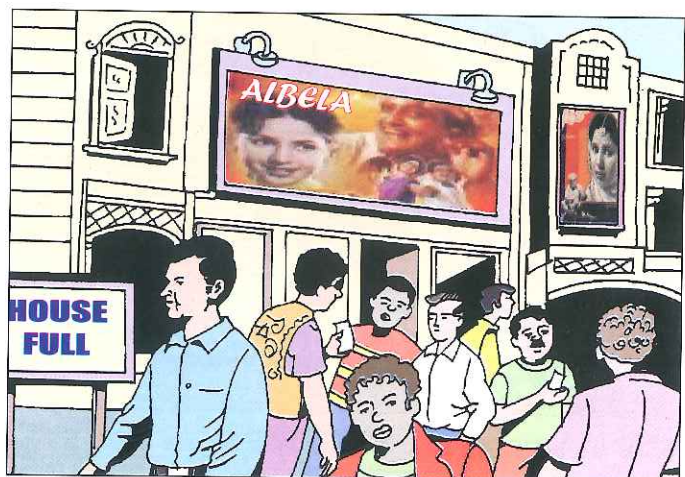
Even on Sundays, when offices remained closed, he would often carry work home, completing pending assignments or devising new plans for the growth of business. This devotion to work set him apart from the rest.



While his colleagues spent weekends and free time partying into the wee hours, Nanik who was a teetotaler who abhorred alcohol and non vegetarian food, abstained, and preferred to spend time in parks or go for long walks.



In this he not only experienced a sense of peace, but was also able to give thought to his future course of action. The young man from Bombay was already formulating his future career. He realized that he needed to be clear in his own mind about his goals and the means of achieving them.



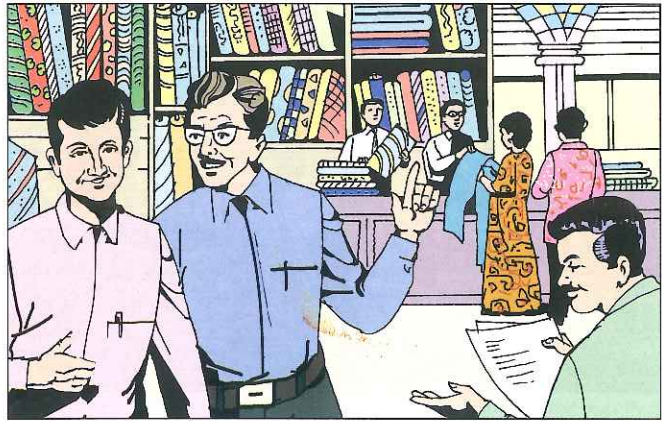
The only thing he spent money on, apart from basic necessities, was the movies. Hindi movies were a rage in Ghana and ran to packed houses, not just with the Indians, but the locals too.



As his job did not offer much scope for the kind of progress that he was looking for, he approached Mr. Mahtani, who headed the Ghana operations, when the latter came to tour the warehouse. Nanik expressed his desire to take on more challenging responsibilities, but to his disappointment, Mr. Mahtani did not respond positively.



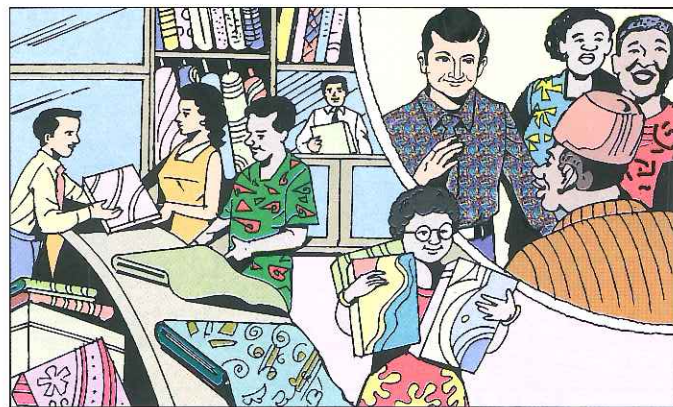
Disillusioned with the lack of scope for progress, he prepared to pack his bags and return to India. In any case, his colleagues expected that he would soon be sacked for being presumptuous in speaking to Mr. Mahtani. When he received instructions to pack up and report to the office in Accra, he presumed that he was being sent back to India.



On arriving in Accra, however, he was instructed to take charge of the warehouse there. But he flatly refused to do so, because it was the same kind of work, only in a different location. Bearing his experience and sense of commitment in mind, the management decided to put him in charge of the wholesale textile showroom in Accra. This was the opportunity he was waiting for.



As the import of cotton goods and artificial silk items had risen dramatically, Nanik taking advantage of the booming market, and using his knowledge of the trade, along with his persuasive skills, soon began to rake in higher profits for the Group.



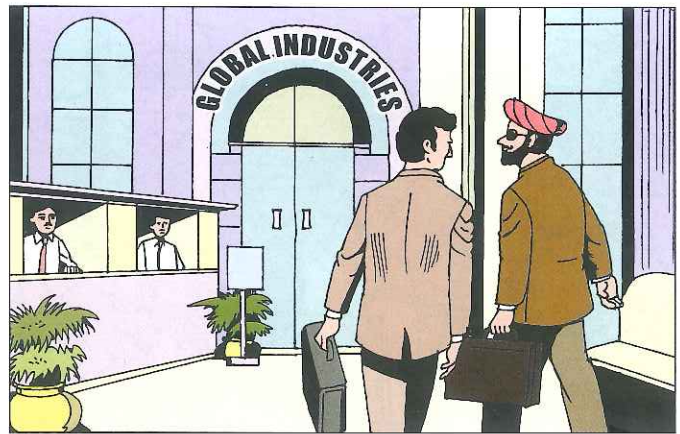
Though business was roaring, Nanik was perturbed that his firm command over English was weakening. Everyone in Ghana spoke a peculiar, disjointed form of the language. By - "try no they kill person"- locals actually meant that trying hard for something will not kill a person!



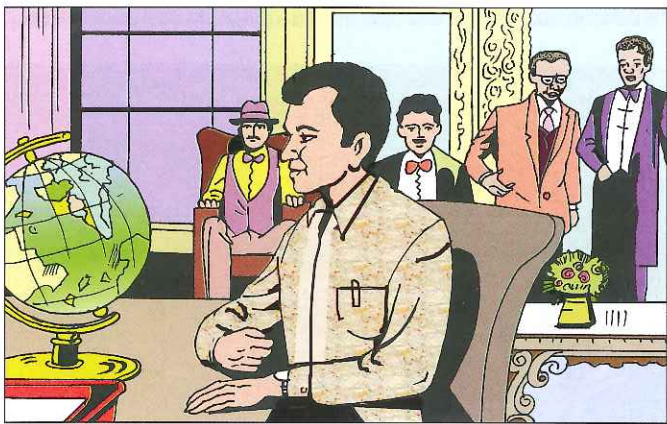
His lack of formal academic degrees proved a handicap in terms of remuneration. A graduate was paid 30 pounds, whereas, despite his experience and good record, Nanik was paid only 11 pounds a month.



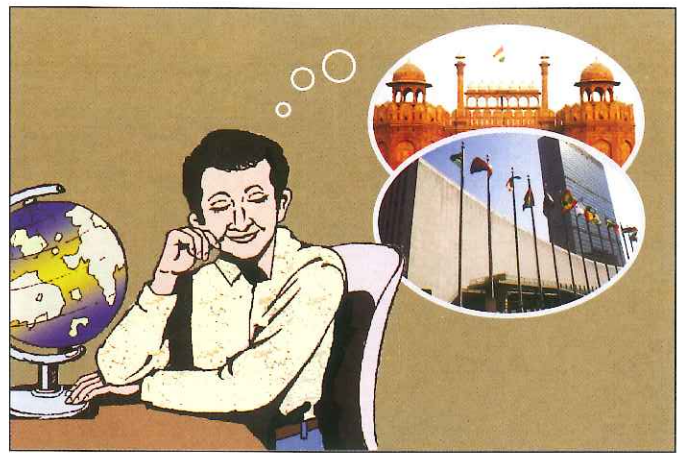
To make up for this, he tuned in regularly to the BBC and Voice of America to keep abreast of events in the world, and sharpen his skills in the English language. He continued voraciously reading books on self-development and positive thinking. His favourite reading though was Perry Mason, the lawyer-detective.



Unlike most youngsters who sail to foreign shores, with the objective of getting employment in a good company, learning the trade and then venturing out as entrepreneurs in the countries that had adopted them, Nanik now felt a strong desire to return to India.



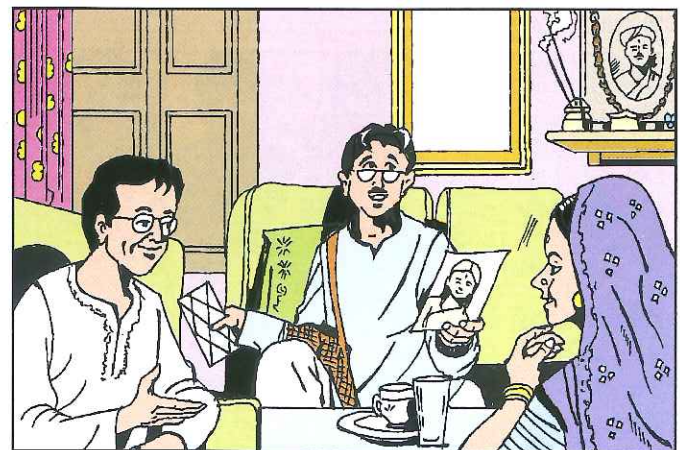
He wished to return to India and put his experience to good use in his home country so that others could benefit from the experience he had gained. Accra or any other African city. He had established an excellent network of business contacts.



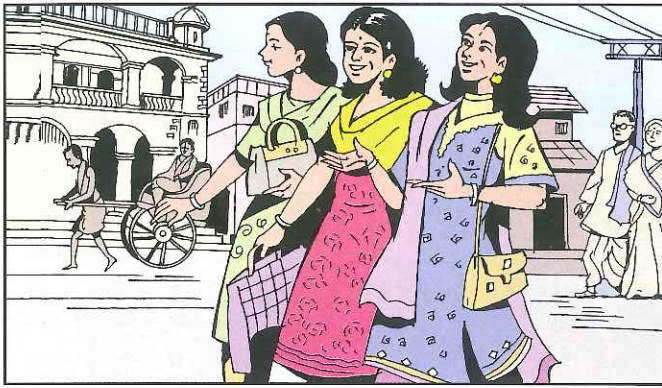
However, besides attaining success in business, he wished to contribute in a positive manner to society. Economic success he knew, could be available in India too. Nanik however felt a deep urge to do more than achieve his personal aims. He had developed wider perspectives, which included not only his countrymen, but humanity in general.



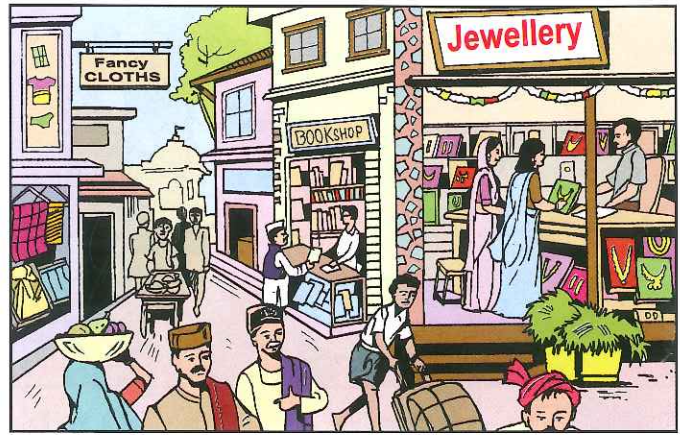
In April 1963, Nanik returned to India after a two and a half year sojourn in Ghana, a much wiser and more capable young man than when he had left. He had learned to survive on his own, gained insight into the intricacies of doing business. He realised the benefits of maintaining scrupulous honesty.



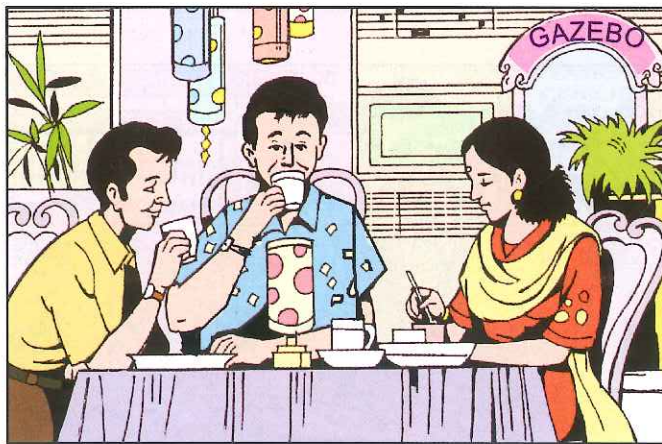
Now twenty-five, and by all standards an eligible bachelor, from a well-respected family with a proven ability to stand on his own feet, his parents began the search for a suitable spouse for their son. A suitable proposal came through a priest known to the family.



Geeta, daughter of Ishwari and Dunichand Chandani, well-to-do landlords in Karachi, who in the wake of the India-Pakistan Partition in 1947, had left Karachi and settled in Calcutta (now Kolkata), had completed her schooling in that bustling city.



The family owned a small business in the city, initially an optician's shop, later switching to retail jewellery. Her father, an industrious person, provided his family with a reasonably good standard of living. Geeta was close to both her parents, but particularly to her mother.



She had fallen in love with Bombay when she had first visited the city at the age of thirteen, and had wished to eventually live there. Nanik and Geeta first met by arrangement at the Gazebo Restaurant in Bombay, in the presence of his father. The would-be couple did not exchange a single word except for a 'Hello!'



Sincere in everything he undertook, Nanik felt marriage was a serious commitment, and one needed to ensure that the vibrations were correct for both. He phoned up Geeta's elder brother Ashok, who had accompanied his sister to Bombay. Nanik convinced him that he needed to meet Geeta again, and Ashok consented. They decided to meet and talk at Hotel Sun-n-Sand, a landmark in those days.



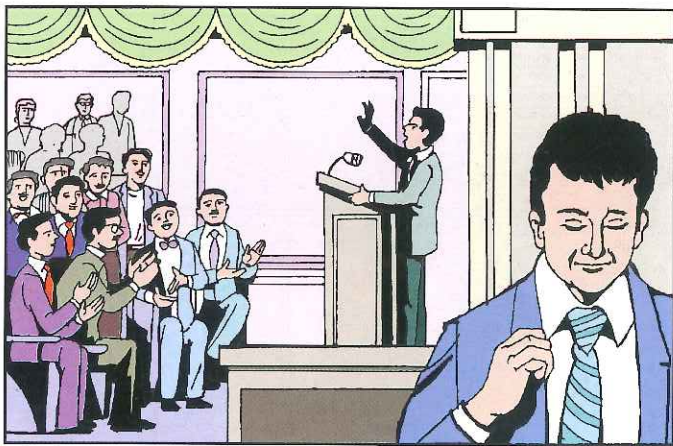
The get-together convinced the young man, that Geeta would be a perfect companion for him, who would understand his ambitions and give him needed space to progress in his own way. He needed a friend who would support and stand by him through thick and thin, as he himself was ready to do for his life partner.



After receiving the blessings of his grandfather, and both parents, as was the tradition in the family, Geeta and Nanik were engaged to be married in July 1966. However, even after the engagement, the code of conduct did not permit solitary meetings, or even going out for a movie or dinner. The couple exchanged letters expressing their emotions, with Nanik spelling out his plans for the future, and Geeta responding with encouragement.



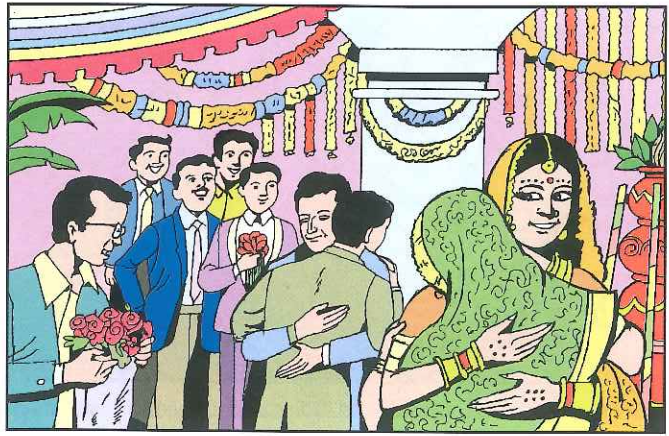
The couple were married in May 1967 with both soon realising that they had made the correct choice. Geeta soon saw that her husband was not at all demanding, and was always passionately focused on whatever he did, whether in business or in the social activities. He always seemed to be in control, whatever the difficulties or challenges.



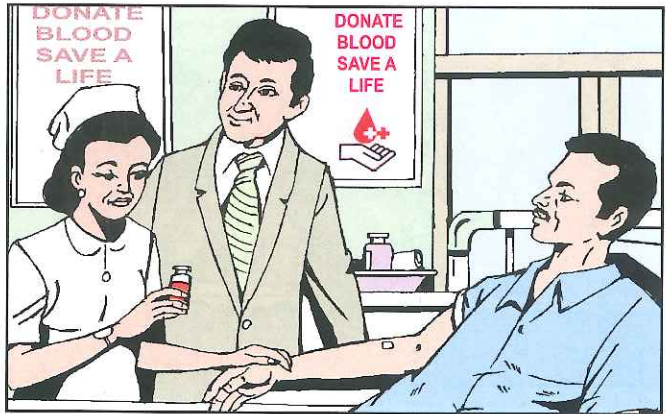
Despite his business acumen, Nanik was painful that he had not completed his formal education. This made him shy and reserved, making him feel that he was not competent enough to interact with the educated classes of society. He marveled at speakers who spoke and gave presentations with natural ease in front of large audiences, and wondered if he would ever reach such levels of confidence and poise himself.



Looking out for avenues that would help him overcome his personal inhibitions and at the same time give him an opportunity to do social work, the young man saw in the Junior Chamber the perfect channel. It served as a 'finishing school' that fine-tuned Nanik's personality and taught him how to champion social causes.



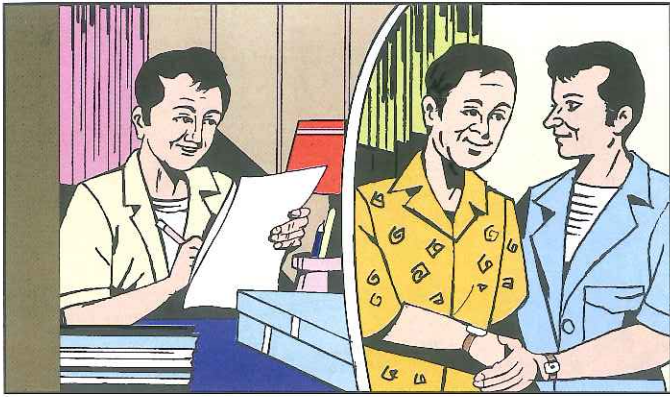
Despite his innumerable and increasing commitments, he always found time for the home, and made it a point to keep in touch with other relatives. Geeta also proved to be a supportive and caring companion, a friend, who stood firmly by his side in all the travails that he was to go through.



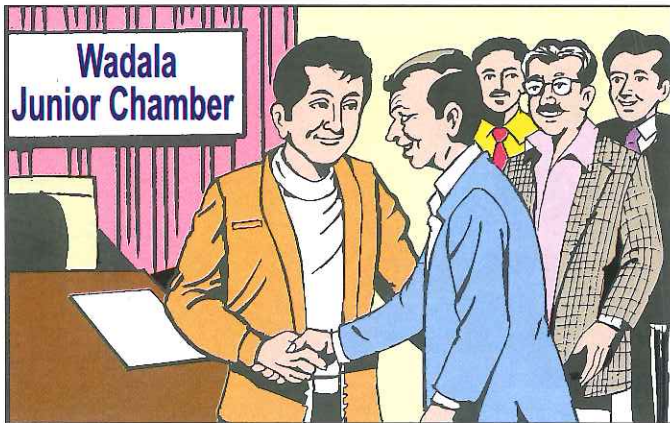
Nanik yearned to contribute to social welfare. This desire was kindled when he experienced his family's hardships in the wake of the Partition and the social disparities he had witnessed in Ghana. He felt that such disparities could be bridged only if the affluent fulfilled their obligation to give back to the society from which they had taken so much.



The Junior Chamber, later known world wide as Jaycees, a non-profit organization established in 1920 in the USA, had spread out to India. The organization provides young people, irrespective of their colour, caste or creed, the tools they need to build bridges of success for themselves in business development, management skills, individual training, community service, international connections, and personal and leadership skills, through service to others.



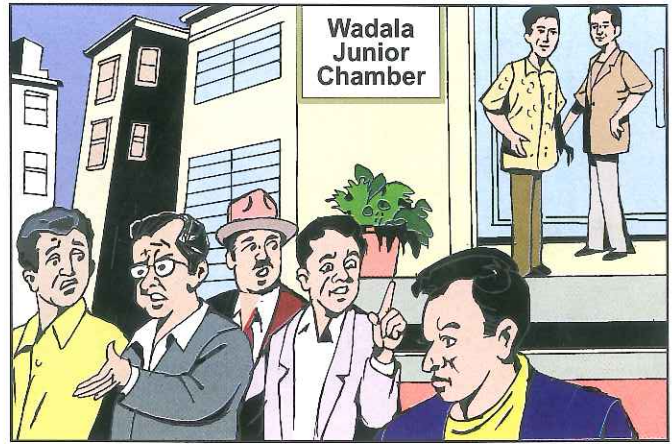
In 1968, a year after Nanik's marriage to Geeta, when he was struggling to establish himself financially, a group of people under the leadership of Gangaram Joshi, former Sheriff of Bombay, started the Lion's Club of Wadala. Joshi was elected President of the Club, and Nanik its Treasurer. The Club engaged in community development projects, but initially, due to the priority of running his business, he was able to spend only limited time with the Club.



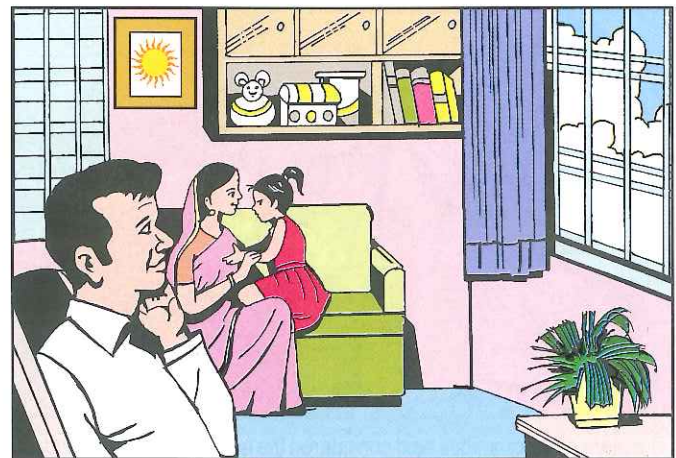
In 1971, Joshi took ill and had to discontinue as President of the Wadala Junior Chamber. Despite his unwillingness because of business preoccupations, Nanik was unanimously elected to fill the vacant post.



Circumstances quickly arose that tested the new President's leadership qualities to the hilt. War broke out between India and Pakistan in 1971. Bombay became a vital point of transit for the jawans (soldiers). Daily, thousands of them left Bombay's railway stations to serve on the nation's border. Thousands returned by rail to the city from the war front en route to their various destinations.



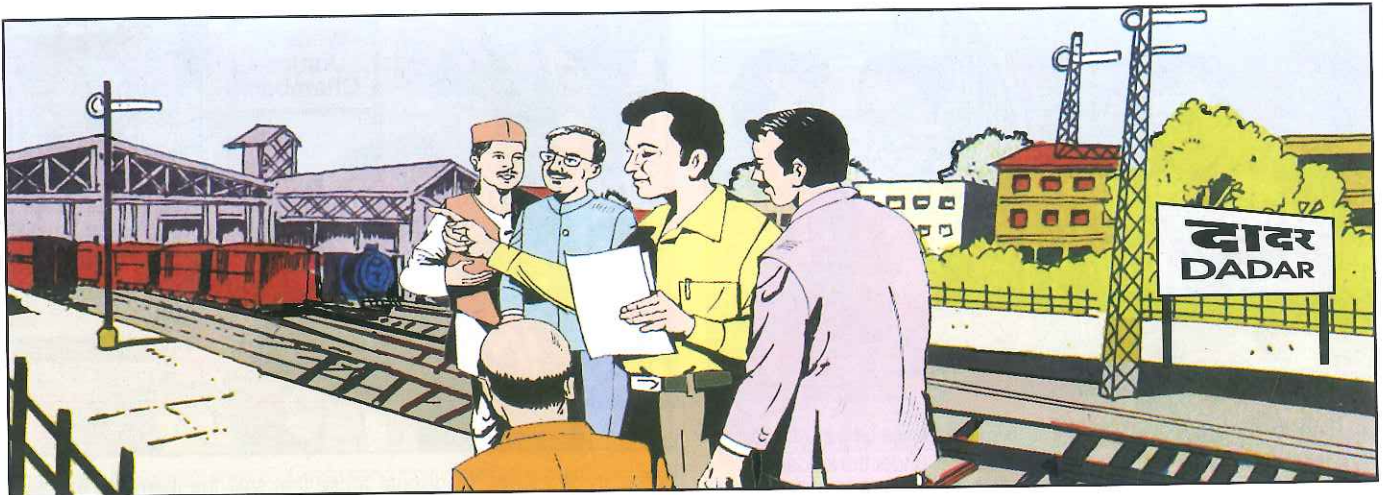
A few months later, a dispute arose that split the members into two factions. Many members resigned from the Club. Nanik kept supporting Gangaram Joshi. The latter formed the Wadala Junior Chamber, with Joshi as the President and Nanik serving on the managing committee.



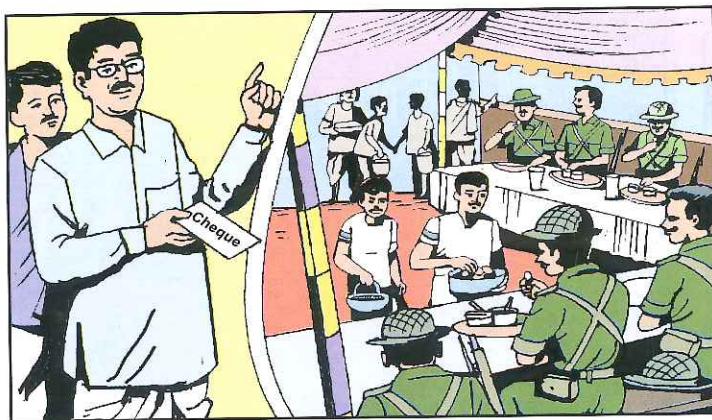
Nanik had to support a wife and a young daughter, and a struggling business. His father was pressing him to take up the traditional family business. Moreover, he felt he was a novice, with none of Gangaram Joshi's excellent skills in oratory, social networking, or financial muscle. He had serious misgivings about his ability to do justice to his role at the Wadala Junior Chamber.



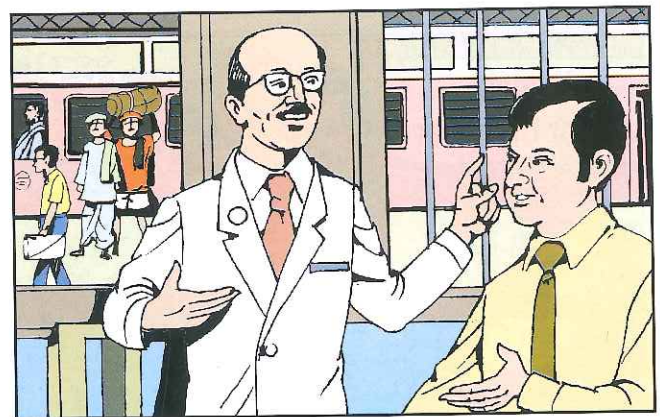
Appreciating the immense sacrifices of the defense forces, some of whom never returned, with those who did, either exhausted or wounded, Nanik felt the need to make some contribution to the war efforts.



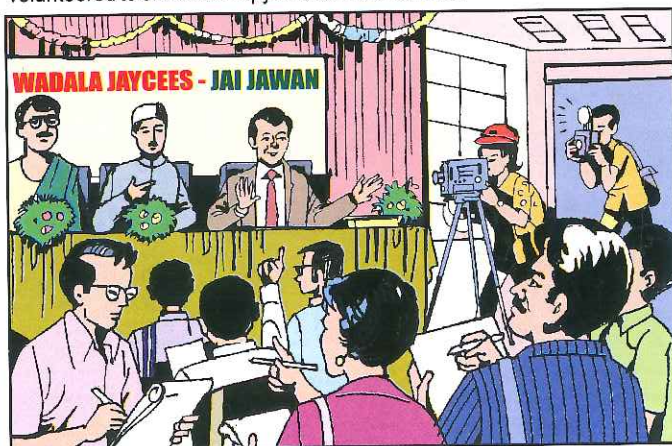
He called an emergency meeting of the Wadala Junior Chamber to decide how best to help the jawans. It was unanimously decided to run a canteen that would serve refreshments to the soldiers in transit. Since Dadar was one of the major railway stations of Bombay, it was decided to set up the canteen at Dadar Railway Station.



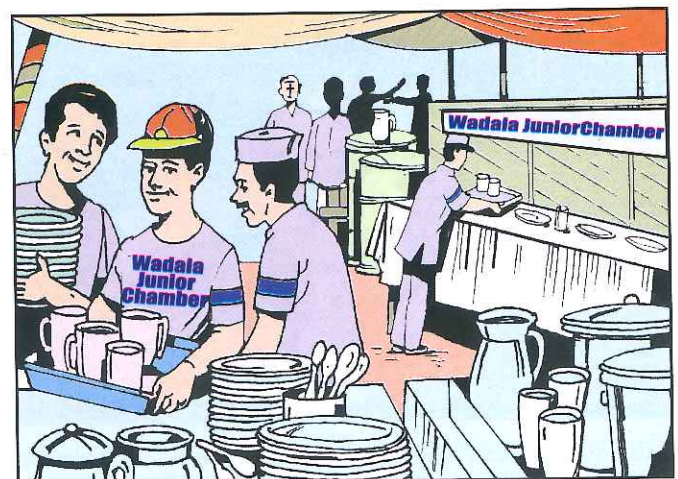
The managing committee next considered the question of raising funds for the project. To give out free refreshments to thousands of troops at Dadar Station was not an easy proposition! Considering his own delicate financial situation, Nanik was not in a position to contribute. One of the members offered to donate Rs. 10,000 a significant sum in those days. Yet another member volunteered to erect a canopy to house the canteen.



Nanik approached the railway authorities with details of the plans and they agreed to extend their full support to this project of the Wadala Junior Chamber. Manohar Kotwal, a leading union leader, offered a ground floor flat, near Dadar Station, where food items could be conveniently housed.



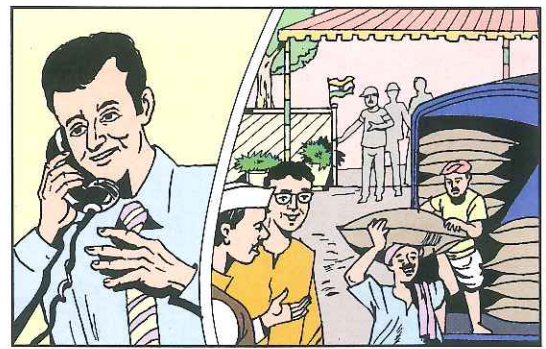
At the Press Conference convened to announce the good news, an emotional Nanik quickly responded to an innocuous question -- **"How long will you be able to run this Canteen?"** with the passionate response -- **"As long as the war lasts."** The announcement was given tremendous coverage by the media.



In a few days, the Canteen, manned by 250 enthusiastic volunteers, was ready to roll. They worked selflessly day and night, many of them without a break. More and more people approached Nanik, expressing their desire to enrol as volunteers.



Nanik was informed by the railway authorities to gear up for a trainload of soldiers arriving the next evening at Dadar Station. Nanik approached the Wadala Junior Chamber member who had promised the generous sum of Rs. 10,000. The man responded: "What's the hurry?" He sent only a bagful of sugar. That was all.



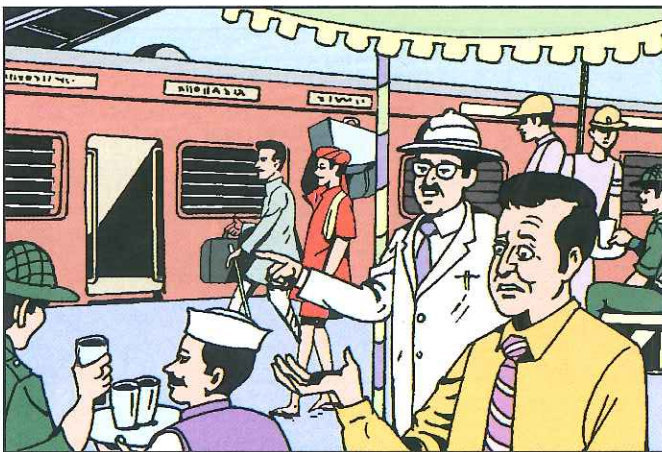
The failure of this member to honour his word threw the Canteen's plans into disarray. The day saw Nanik spend hours on the phone frantically calling up friends and pleading with them to donate generously. By evening he was able to collect Rs. 7,000. It was a huge relief to the young President. With this money, he was able to successfully cater to the first trainload of jawans.



Volunteers even went inside the trains to reach out to those who were badly wounded, to pep them up. They were given medicines and served refreshments. Some volunteers even sat down besides the jawans to write to their families about their welfare.



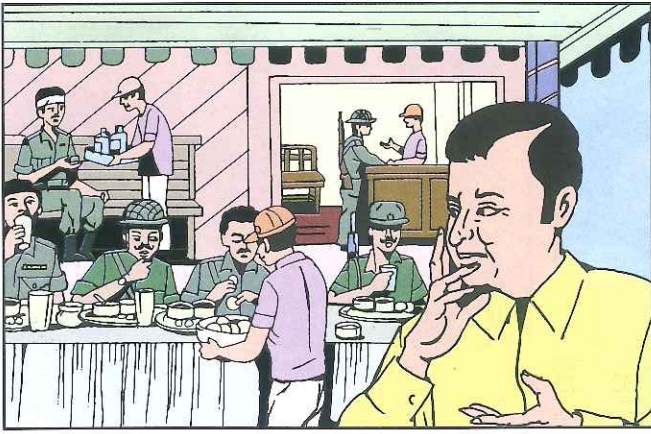
Shanti Sagar (son of the leading film producer-director, Ramanand Sagar) who served on the managing committee of the Wadala Junior Chamber, washed the innumerable cups and plates after they had been used. The commitment on the part of the volunteers warmed the hearts of the jawans as well as onlookers.



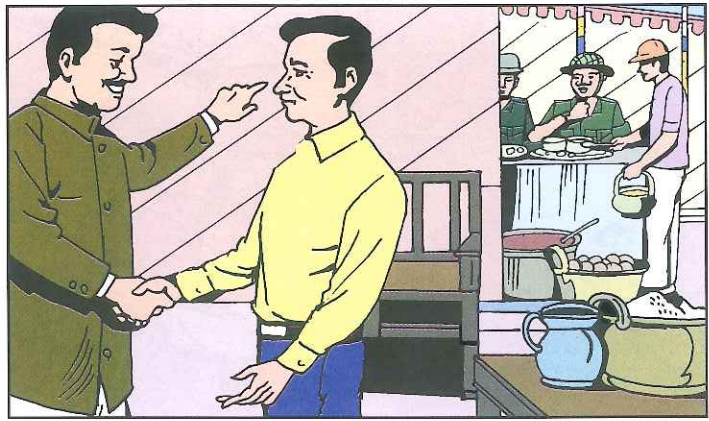
The railway authorities informed Nanik that another trainload of jawans would arrive the next day. Taking care of the first trainload had nearly exhausted all the funds. That whole night he stayed awake wondering whom he could approach for help, as he had already tapped his known circle. He began to regret his over enthusiasm at the press conference.



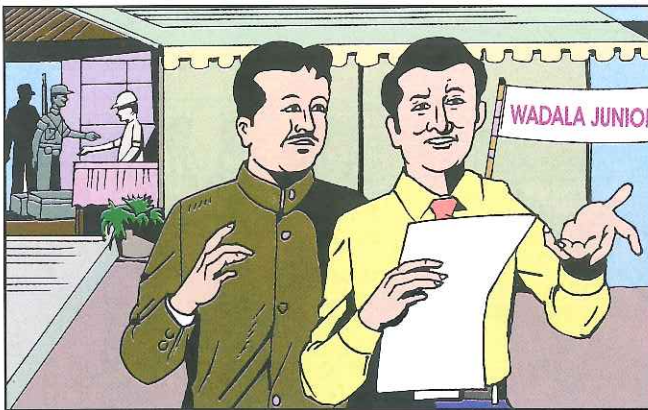
The next day Nanik managed somehow to raise Rs. 10,000 that met the expenses of supplying food to the second train full of troops. Everyone commended the excellent job being done by the volunteers, and soldiers had smiles on their faces. Nanik however was burdened by the rash promise he had made - "As long as the war lasts"



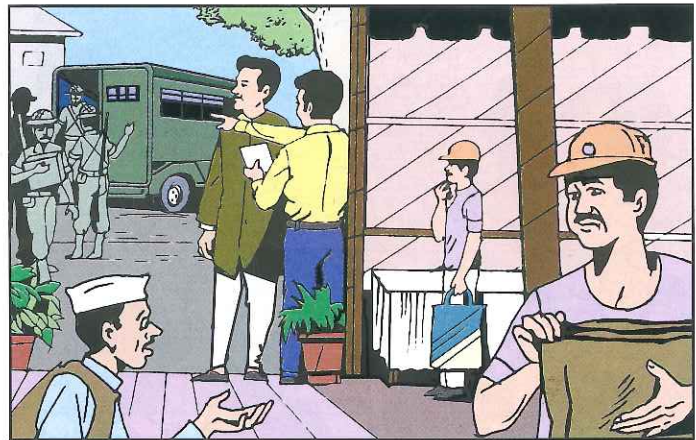
Nanik feared he did not have the strength to carry on any more. He was on the brink of calling a second press conference to retract his words and admit defeat. Then a miracle occurred.



A gentleman came up to congratulate Nanik as he contemplated his anxious thoughts. He commended Nanik --- "I have personally seen the hard work you and your volunteers are putting in. All of you deserve nothing but admiration for your courageous and selfless service."



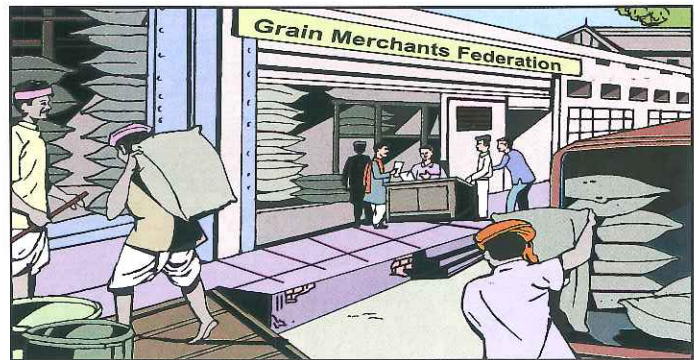
The tribute however did little to quell Nanik's fears. There was something about that man and the manner of his speaking that made Nanik confide to him: "This Canteen, I don't suppose it is destined to see the light of another day. We don't have the kind of finances needed to cater to another train full of troops anymore. See this list?"



Nanik opened up the sheet of paper that was in his hand, "We require Rs. 15,000 for these food items if the Canteen is to remain functional even for the next few days. And it was our resolve that it would run and serve the troops for the full duration of the war. How and from where can we get such money?"



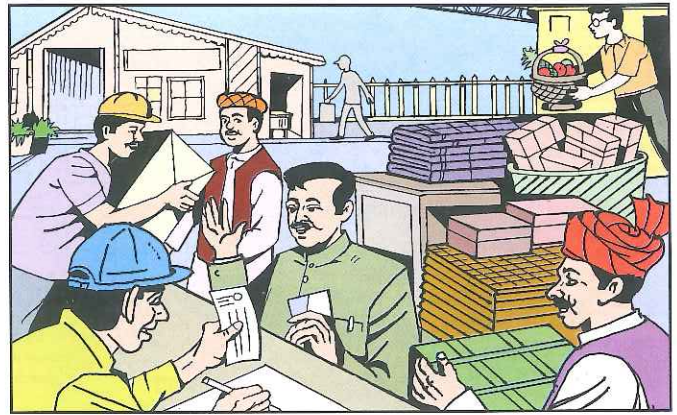
The gentleman looked at the list and saw the look of genuine despair in the young man's face. He said: "Don't worry! The Canteen shall continue as long as our troops are in battle." Nanik met his words with silence. Was this just another reckless assertion unaccompanied by the power to deliver, or did the man really command the authority to fulfil his promises ?



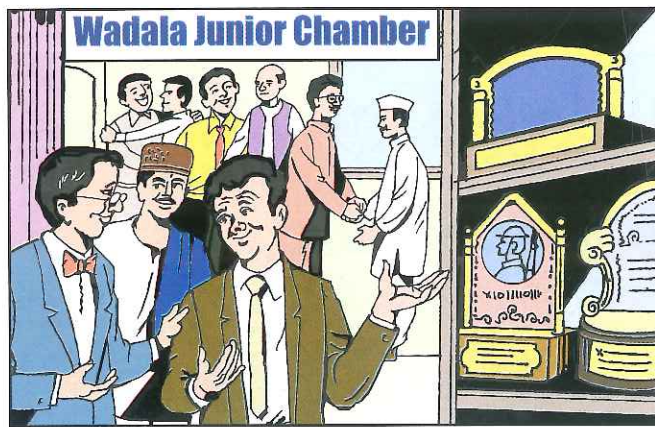
Seeing the look of disbelief in his eyes, the gentleman said -- "Do you know who I am ? " Nanik had never seen him before. "I am Devji Ratanshi, President of the Grain Merchants' Federation. This fine work that you are doing - we should have done it as our responsibility towards our jawans. As President of the Federation, it is my duty to ensure that food is properly distributed all over the country. As I said, this Canteen will continue to run. You can count on me."



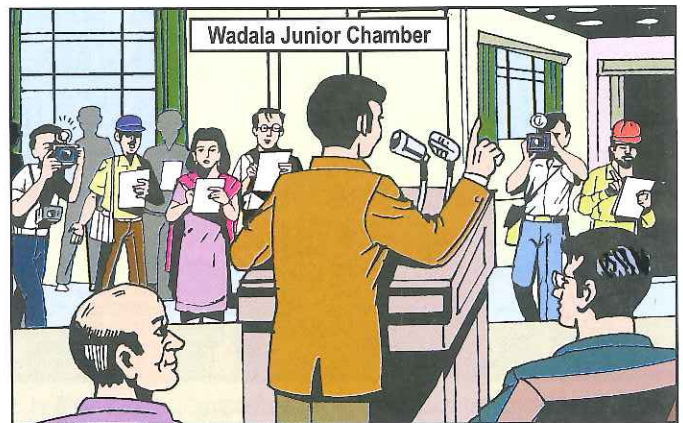
Taking hold of the list, the gentleman proceeded on his way. That evening, two trucks arrived at the doors of the Canteen's storeroom at Dadar. They were full of food items like grains, tea, biscuits and flour. Devji Ratanshi had sent them. There was no lack of funds thereafter.



Contributors queued up to help Nanik. Medicines, food, blankets and voluntary help kept rolling in; so much so that some donors had to be turned away! Nanik realized that for a good cause, there was no dearth of funds in God's Bank. "It was an unlimited account!" The seeds of faith and determination had been sown. Nanik would later go on to form a social organization of his own: Priyadarshni Academy.



At the Wadala Junior Chamber, success was soon in coming. It garnered three national awards plus an international award, with the Chapter being regarded a role model for other chapters of the Junior Chamber. The members under Nanik worked with harmony and team spirit, whether it was training young members, boosting their confidence levels with various projects, or inculcating in them a strong faith in teamwork.



There were no ego problems. No one hankered for a post. Other chapters had to advertise to get members, whereas the Wadala Chapter led by Nanik was screening those who wanted membership, with a view to restricting the number of members.



While other chapters were charging Rs. 200 to Rs. 250 as their annual subscription fee, the Wadala chapter was able to charge Rs. 1,500. What also helped was the tremendous amount of press coverage as Nanik had become adept at handling relations with the media.



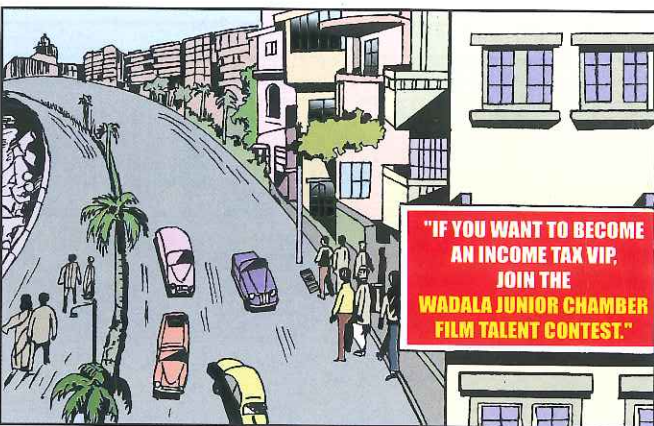
All India Film Talent Contests, probably the largest contests ever organized at the time, were another facet of the Wadala Junior Chamber's activities. The nationwide media accorded them a fanfare of proportions reserved only for the release of a prospective blockbuster movie. Talent contests were organized essentially as a fund-raising drive.



The fee for screening each application for the All India Film Talent Contests was fixed at Rs. 25/- and there were literally thousands of applications. "Such was the volume of responses we received from aspiring contestants, that a postman once had to bring us our mail in a taxi!"



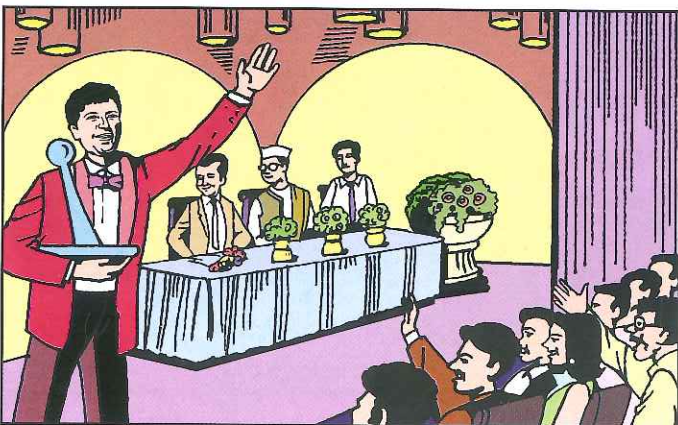
The proceeds from the above fees were sent as aid to the bereaved families of jawans from all three branches of defense, who had lost their lives in the 1971 Indo-Pak war. The Junior Chamber's All India Film Talent Contest was regarded as a nebula where cosmic stars were born. There were long queues of eager people waiting for tickets at the venue of the Contest. All seats were quickly sold out.



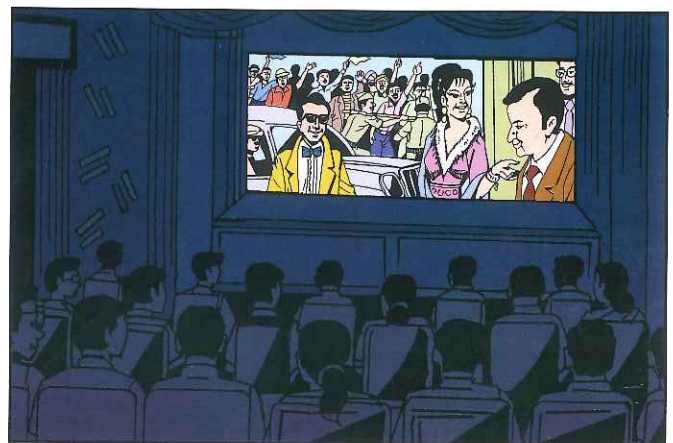
One of the celebrated quotes of Nana Chudasama, past Sheriff of Mumbai, and World President of Giants International, whose quotes are widely popular, and publicly displayed on banners outside his Marine Drive office for more than three decades, wittily referring to the fame and fortune awaiting the Contest winner, : "*If you want to become an Income Tax VIP, join the Wadala Junior Chamber Film Talent Contest.*"



Renowned filmmakers like Ramanand Sagar, Shakti Samanta, Pramod Chakravarty, A. Pillai, editor movie magazine Screen, attended. Ameen Sayani, one of India's renowned commercial broadcasters, was the Master of ceremonies. Shanmukhananda Hall was packed to capacity. There were hordes of excited people surrounding the complex in the hope of seeing the stars.



The late actor Amjad Khan, who went on to become a popular movie superstar, topped the All India Film Talent Contest in 1971. Khan played scores of roles as the bad guy. The villainous character of Gabbar Singh which he played in the blockbuster movie, *Sholay*, made him a legend. Javed Khan, Tariq Shah and Priyadarshini were other contestants who won and eventually made it big in Hindi cinema.



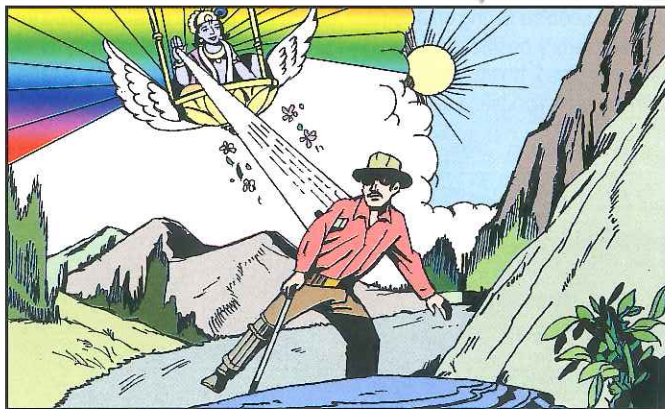
The winners who entered the industry through the contest would pay five per cent of their first five years' earnings to the Junior Chamber. Footage of the contests was shown as part of newsreels in cinema halls. Events like these brought the Wadala Junior Chamber into the limelight.



Excellent time management and motivation enabled Nanik to devote time to his burgeoning business initiatives together with the activities of the Wadala Chamber. The numerous awards that the Chapter led by him bagged, proved to be highly encouraging. It felt wonderful to be recognized. The appreciation for the efforts provided him and his colleagues with a feeling of deep satisfaction.



They began to place implicit faith in his persuasive powers. Whether it was a minister, an industrialist, a film star or a social activist who had to be invited and whose presence was required at a Chamber event, the task was assigned to Nanik. He was always chosen to break the ice and follow it through.

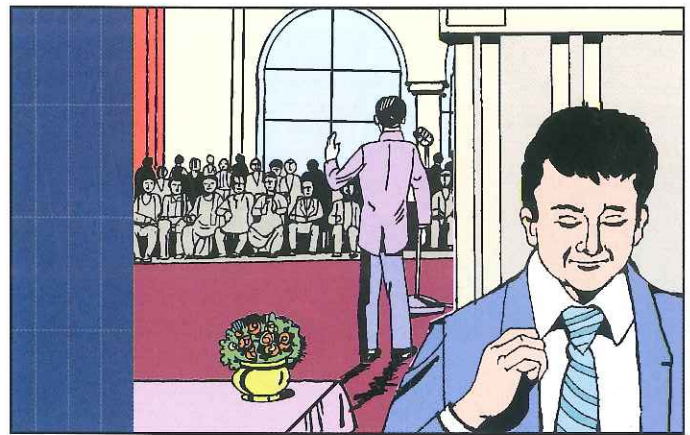


He tried to bridge this gap by reading voraciously. He was well versed with details of events going on around the world. Even then, he felt inwardly that it would be better to stay out of the public eye than make a fool of himself. In time however, he realized -- **Mookam Karoti Vachalam Pangoom Langhayate Giryatkripa Tamaham Vande Parmanand Madhavam**

With the blessing of the Lord, even a mute person can become an excellent orator, and even a lame person can scale mountains. Only the blessings of the Lord can make such things possible.



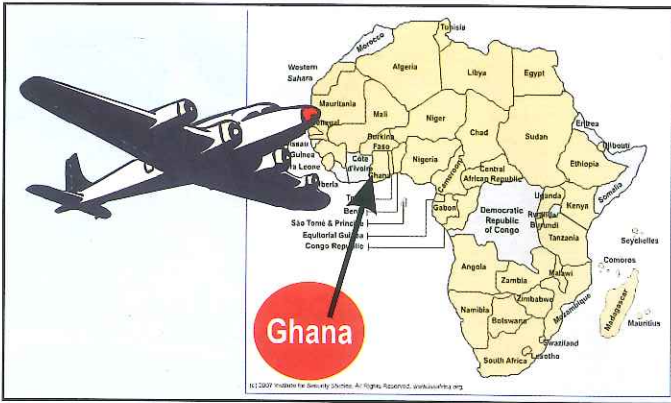
The once shy Nanik now blossomed into a real 'people person.' Such indeed was the change in him that he was now looked upon as an excellent resource person and a brilliant organizer by other members.



For Nanik, however, one formidable bastion remained to be conquered - his fear of speaking in public. Even though he could now approach and talk to the biggest of celebrities with ease, he would literally break into a cold sweat when asked to talk in front of a large audience. The root of this fear was the fact that he was keenly aware that he was not a graduate. Inwardly, he felt a void when he compared himself with others who were highly qualified.



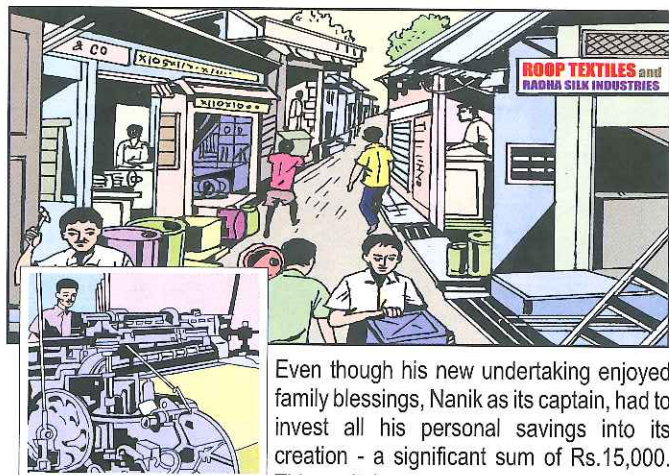
In the course of time, he developed gradually the skill to become an adept public speaker. A fast and courageous learner, he developed his own style, and could eventually express himself in public with ease.



From Ghana, Nanik brought home to India three things: In his pocket, savings of Rs. 15,000; in his mind, a passionate desire to make a fortune; and in his heart, a keen vision to make a lasting difference to society.

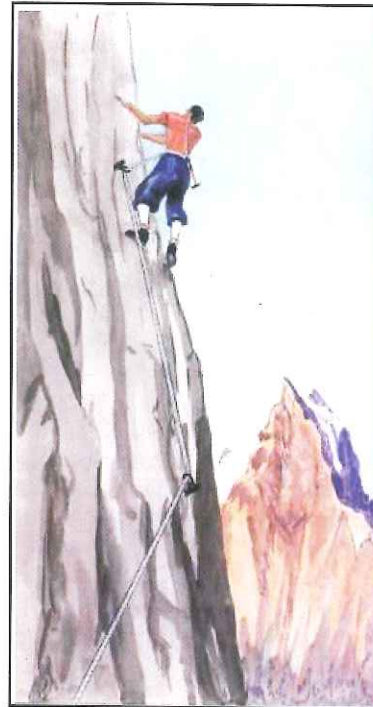


The story of this immense struggle that spanned more than two decades is one that enlightens and inspires. Each step demonstrates the dedication and self-confidence that went into the efforts put in by an exceptional personality.



Even though his new undertaking enjoyed family blessings, Nanik as its captain, had to invest all his personal savings into its creation - a significant sum of Rs.15,000. This capital was augmented with funds from

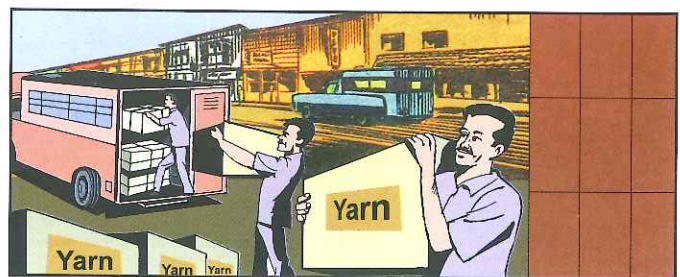
his family. Thus in 1964, he started a power-loom unit in Bhiwandi, located at a distance of 80 kilometers from Bombay. Production activity at this unit was the life force for two of his fledgling firms, Roop Textiles and Radha Silk Industries.



The twenty-two year old knew that he had little by way of educational qualifications, but he did not let that deter him. For the next several years, every step on his way up, though fraught with difficulties, taught him valuable lessons. Every bend on the road, though hard to traverse, brought valuable insights and confidence. He kept seeking key opportunities in several sectors; identifying roadblocks, making the right judgments a course that eventually led him to the zenith of success.



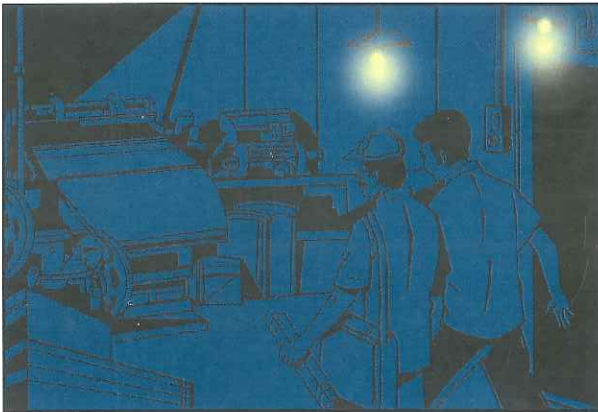
Right from his return from Africa in 1963, Nanik explored avenues by which he could start his own venture and make it big on his home soil. He was not keen on taking up a regular job. He could have easily entered the existing family business and worked under the protective umbrella of his father. Instead, he chose to explore the possibility of setting up a venture with the aim of boosting the economic fortunes of his family.



Yarn was the principal raw material needed. Since yarn was in short supply in those days, Nanik relied on the support of friends like Mr. S. N. Upadhyay, a prominent Congressman, who used his good offices to introduce Nanik to Mr. Pramod Jhaveri, the Chairman of Nirlon. Nirlon became a partial supplier of yarn to Nanik's factories, where the commodity was spun into saris and other cloth material. This was then sold to wholesalers.



Those were difficult days. Bhiwandi was a small, crowded and shabby industrial area on the outskirts of Bombay. It was not easily accessible. Nanik had to commute daily using different modes of transport bus, train, horse-cart and on foot.



The factory demanded that Nanik put in long and arduous hours. He would eat only one meal a day, paying Rs. 1.25 for a meager and badly cooked thali lunch. He could not afford to stay away from the factory for long. If a power loom broke, even in the dead of the night, he would have to fetch a welder immediately so that work could resume at the earliest.



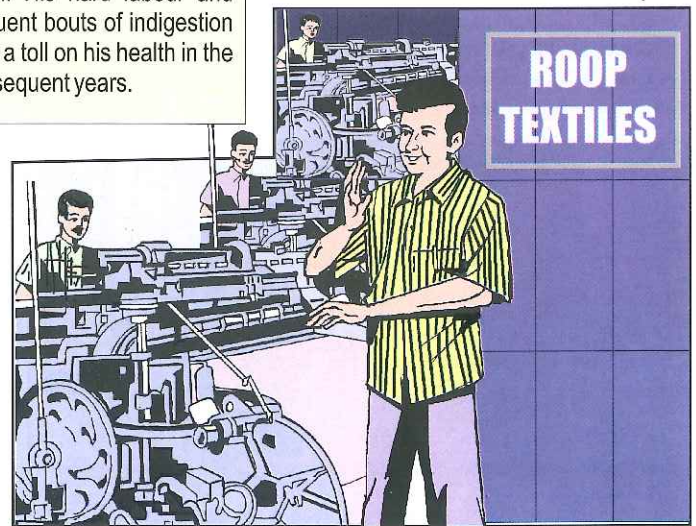
Several nights saw Nanik sleep on wooden cases with just a newspaper spread on them. His hard labour and frequent bouts of indigestion took a toll on his health in the subsequent years.



A fluctuating market and delayed payments left him with a huge stock of unsold goods. Stock often lay in the warehouse because the traders did not want to pick up the material. Sometimes, buyers would label perfectly good material as defective and use that as a pretext to avoid picking it up.



Nanik had to swim hard against the tide of a trade that lacked ethical practices. He also walked the financial tightrope, as banks would not finance the inventory and insisted on security that he could not provide. At that time, yarn was sold on three days' credit. He had to make sure that he had enough funds to make the payment on the fourth day after each purchase.



In spite of such hostile conditions, his business grew from four power looms to sixteen, albeit at a slow pace. Nanik, now in his mid-twenties, learnt an important lesson during this tough phase: Balancing finances needs meticulous planning.



For the next five years Nanik made strenuous efforts which did yield satisfactory returns. But he could not devote much time for his family or friends. Moreover, Nanik was not content with the sluggish growth of Roop Textiles and Radha Silk Industries. Hence, he pulled out of the business completely, handing over the reins of the two firms to his younger brother. From there he decided to go forward alone.



A thirty year old family man at the time, Nanik suffered the bitter loss of all his capital, in addition to a sum of Rs. 13,000 out of his personal funds, which went towards settling outstanding debts of the firm. 1969 saw Nanik start yet another business with help from friends. This time he decided to steer away from the weaving business because he felt it was unfair to compete with his own kin.



This was an exploratory area for Nanik, of which he had little knowledge. Starting from scratch, he had to hunt for exporters to sell to, vendors to source from, figure out how to sell, and to whom. He sweated it out, practically going door-to-door to sell products. Nanik slowly learnt the ropes and for the first time, his business prospered and attained stability.



He had already been married a year, and was living with his father, as was the tradition at the time. He wished to be independent of any family restrictions in his business life. In 1968, Nanik started, rather in haste, a new business enterprise along with friends. The ill-planned venture struggled along for a couple of years, before it failed in 1971.



Foraying into the world of silk, the young entrepreneur started Nanik Silk Industries. He dealt in pure silk products, such as silk scarves and saris and in certain leather products too. Nanik acquired an office at Kalbadevi, a vibrant and bustling area of Bombay, where traders and businessmen worked with hectic zeal.



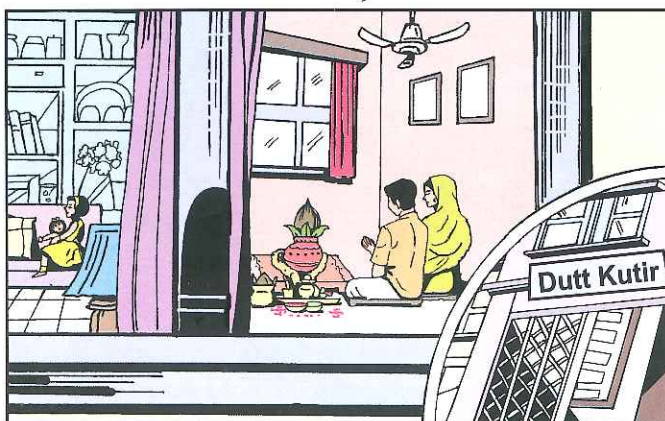
He realized that having the right attitude was very important. He learnt to be cautious in business practices, restricting his business to trading, which he did on a consignment basis. "I once bought a consignment of silk scarves. When a foreign tourist made an enquiry, I sold him the entire lot thereby making a neat profit of Rs. 1,500. I think that was the happiest day of my business life!"



But relations were not as smooth as silk with his family members. In their eyes, Nanik's mind was full of reckless and foolhardy business ideas. Relatives asked Kisharam to persuade Nanik to abandon his fruitless ways and settle into the original family business.



That his married son, with wife and child, would actually defy his warning had not even remotely occurred to Kisharam. But Nanik would rather leave home than have his wings clipped by family and relatives, however well meaning they might be. He had to find a new home for himself, for his wife Geeta, and two-year old daughter, Neeta.



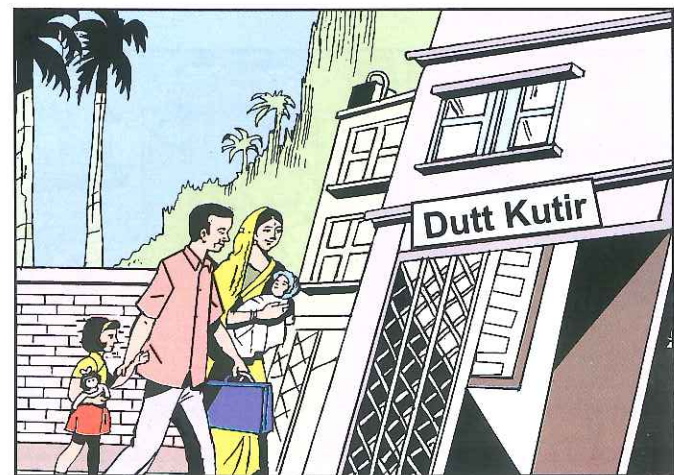
It was really surprising that he trusted Nanik because the gentleman was reputed to be the kind who did not trust anyone. In what the young man later considered a miracle, he was able to move into a flat at **Dutt Kutir** building in Wadala on "Gudi Padwa" in 1972.



The concerned father then turned the heat upon his son, warning him that he would have to leave home if he did not change course. He was quite sure that this would effectively serve to curb Nanik's adventurous spirit.



His guru's disciple at the Wadala Krishna Temple had a vacant flat that Nanik decided to buy, but he could not afford the full payment at one go. This gentleman however, trustingly handed over the keys to Nanik. The flat was priced at Rs. 65,000 and Nanik borrowed an initial amount from friends.



He made it a point to pay the instalments regularly even when his business was not doing particularly well. In the peace of his new home, Nanik resumed his drive to success. It was here that his second daughter, Reena, was born.



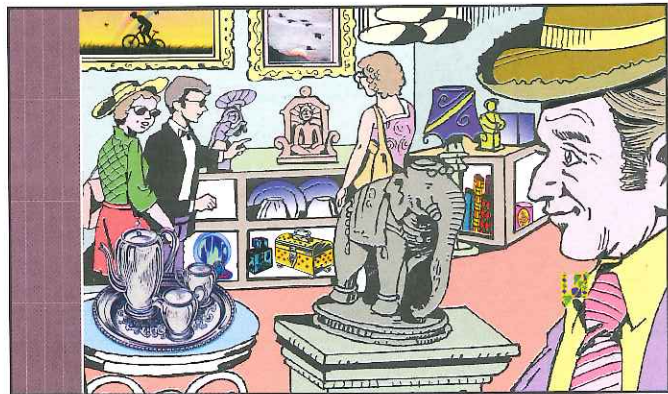
Although Nanik Silk Industries was performing satisfactorily, Nanik did not want to limit himself to just one activity. He knew that if he wanted to succeed in making a fortune, he would have to diversify. He would have to cast his nets wider. Towards this end, Nanik partnered with Mr. Jawahar Muchhala and Mr. Kant Pandit to start Eastmen Art Emporium in 1972.



Their showroom was located on the ground floor of the prestigious Air India Building at Nariman Point the prime business district of Bombay. The Emporium stocked exquisite handcrafted items made of leather, sandalwood, rosewood and silk; exotic jewelry made from silver, precious and semi-precious stones; and other expensive objets d'art. It was an art connoisseur's paradise, and attracted foreign tourists and the glitterati of Bombay.



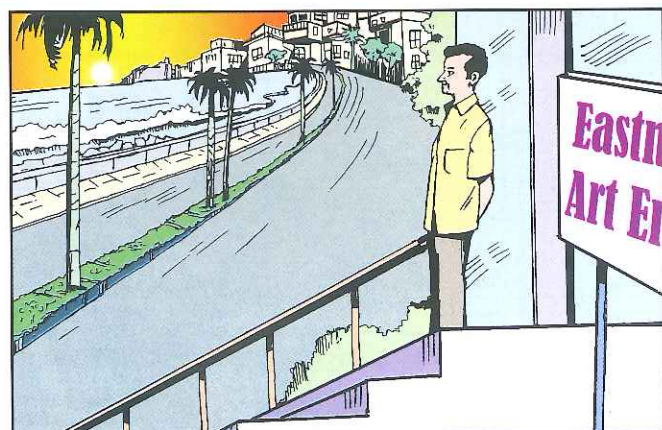
Nanik sourced his goods directly from talented artisans from around the country. Although he had limited knowledge of handicrafts, his close friend Mani Bhatija, stepped in to help. The strategic location in the Air India Building worked to his advantage, enabling him to establish several strong contacts.



Nanik later fondly remembered the twelve years from 1972 to 1984 during which he managed Eastmen Art Emporium. He enjoyed running the venture. It was a rather straightforward line of business that allowed him ample time to seek other opportunities. The profits were nothing to rave about, but as a business, it was fairly risk free.



The late J. R. D. Tata, one of the foremost industrialists ever produced by India, then Chairman of Air India, during one of his visits to the Air India Building, stepped in the Emporium, taken up by the singular objects of art on display. Mr. Tata discussed art with Nanik for over twenty minutes.



Nanik continued to expand his horizons. In keeping with his creative streak, he had a love for home décor. In 1972, the same year as he started Eastmen Art Emporium, Nanik stumbled upon an opportunity that enabled him to realize this love.



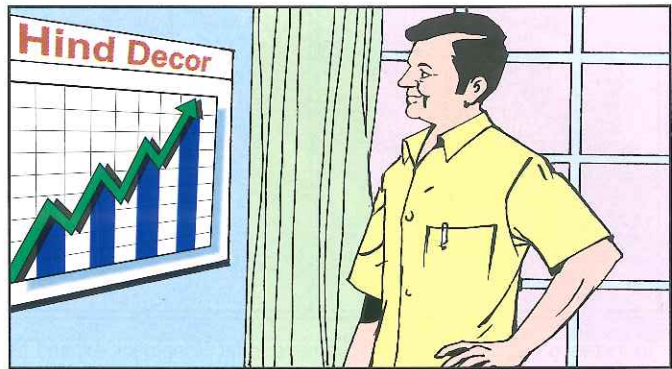
It came in the form of an impulsive, impromptu decision. Nanik was sitting in a restaurant in Delhi, sharing a leisurely cup of tea with a friend, Shantilal Meckoni. The restaurant was very tastefully done and the two friends started discussing it. They jointly decided to start an interior decoration business on the spur of the moment! Thus Hind Décor was born.



Nanik had first met Shantilal during a welfare program backed by the Jaycees. Shantilal was a person who could easily floor anyone with his talk and flair. Because of his good marketing skills, he invariably made all the presentations to the clients. Hind Décor soon bagged its first project at Peddar Road, an affluent residential neighbourhood in South Bombay. The work was highly appreciated and Hind Décor's good reputation spread. Lucrative offers trickled in at a steady pace.



Through his contacts at the Air India Building, Nanik learned that Air India was planning to redecorate its Maharaja Lounge at the Bombay International Airport. Nanik quickly drew up and filed a bid for the contract. Along with Shantilal, he was invited to make a presentation to a panel of officers. Impressed by the duo's presentation, Hind Décor was successful in bagging the contract!



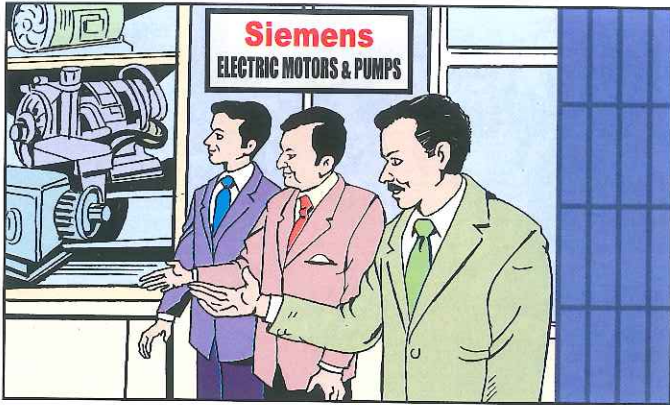
By the time he had turned 34, Nanik was making money and enjoying reasonable success in his ventures. Nonetheless, he felt there was something lacking. He did not want to be just another well-to-do businessman. There had to be a more defined, constructive and progressive structure to his career graph. He sought a line of business that would test his core strengths and demarcate his talents from the rest of the flock.



Nanik started to see an opportunity in the trading of mild steel products such as seamless pipes, angles and channels. Hind Décor metamorphosed into Hind Industries in 1975. The new firm was set to supply a full range of these products to a wide spectrum of clients. Hind Industries' main client was the renowned textile manufacturing company National Machinery Manufacturers (NMM, which later became Mafatlal Industries).



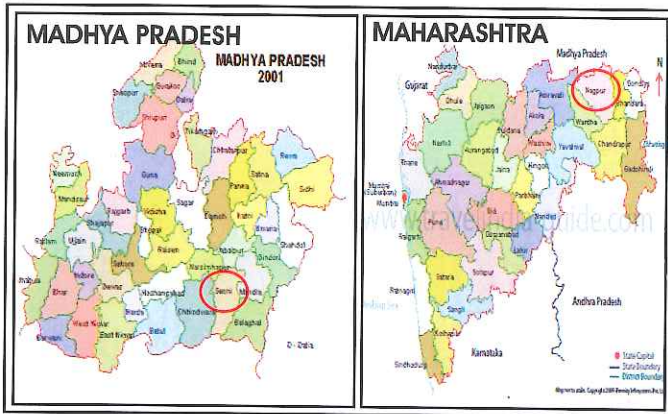
These successes encouraged Nanik Rupani and Shantilal Meckoni to change their line of business. Hind Industries changed name to Roopmeck Enterprises and acquired office premises at Dadar. The new firm, it was envisioned, would take up agencies of reputable electrical companies like Siemens. Using his contacts, Nanik spoke to the top management of the MNC about his proposal.



However, managers on the lower rungs in whose hands the real power of marketing operations lay, felt slighted. They immediately put Roopmeck to the test by giving it the agency for their electric motors and pumping sets.



As the pumping sets were especially designed for use in the agricultural sector, demand for them in the city was virtually zero. Nanik consulted professionals who, after a slight modification, sold the pumps to realtors and builders, who used them to pump drinking water to the huge tanks situated on the terraces of buildings.



To increase sales, Nanik asked Siemens to let Roopmeck expand its operations outside Bombay to tap the vast agricultural market there. Siemens had complete faith in Nanik by now. This is how Roopmeck was appointed a dealer for the cities of **Seoni** in Madhya Pradesh, and **Nagpur** in Maharashtra. This feather in its cap helped Roopmeck Enterprises bag dealerships of other large manufacturers such as Crompton Greaves, English Electric, GEC and Philips.



Roopmeck shifted its offices from Dadar to Nariman Point, the business heart of the city. Efficient financial management was the foundation stone of all of Nanik's companies. He soon built up a formidable reputation, both as an astute businessman and as a trustworthy customer who paid on time. He was able to put finances to multiple use by timing his cash flow. The property in which his companies invested, also multiplied in value.



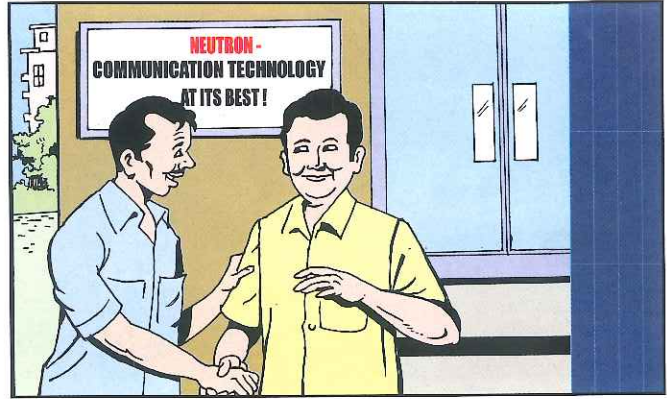
Nanik helped his younger brother Balram, in 1979, to set up a plastic moulding unit at Wadala- Rupani Enterprises. Nanik and his nephew, joined in as partners. Balram had left a Systems Implementation job with Mafatlal Computer Services in order to go into manufacturing.



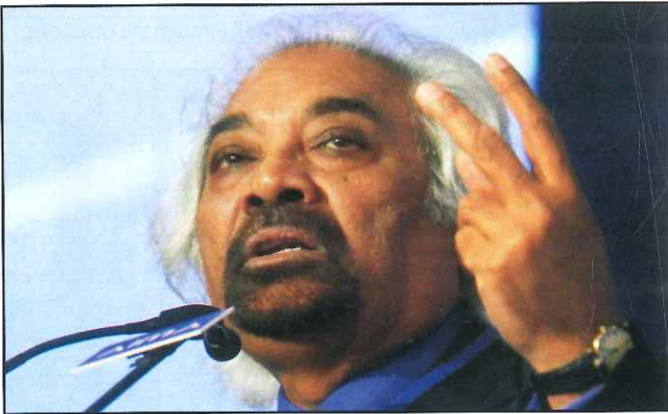
After painstaking efforts, Rupani Enterprises commenced operations. It manufactured injection-moulded containers for pharmaceutical companies. It also blow-moulded lids of containers used for food and pharmaceutical products. The firm soon built up a good reputation.



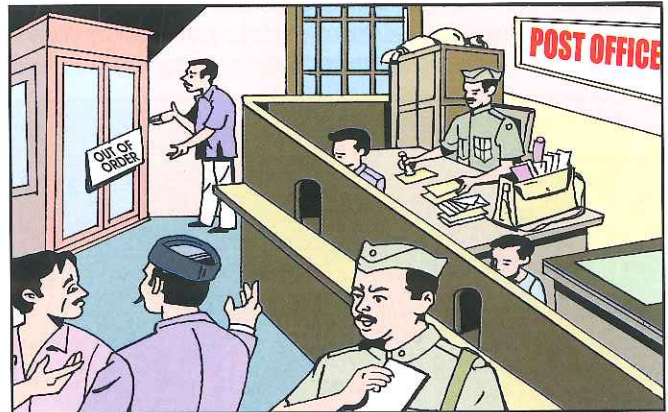
Though the company flourished well with Nanik's ability to maintain cordial relations with the workers, slowly problems of labour union arose. In spite of his sincere efforts, Rupani Enterprises had to finally shut down its operations.



The brothers moved on to greener pastures in the field of technology, establishing Neutron in 1986, a venture that enjoyed far greater success. Nanik's vision and enterprise paved the way for the masses to enjoy the benefits of modern telecommunication.



It began in 1988 during Nanik's meeting with Sam Pitroda in New Delhi. Sam and Nanik were discussing the way in which the world was darting ahead on the wings of communications technology, while India, regrettably, was sleepily dragging its feet. The quality of communications facilities in India was a major reason for concern.



It was common knowledge that the communication services offered by the government at the local post offices were not up to the mark. It was not surprising to find a telephone instrument that was out-of-order, a state in which it remained for weeks on end. India desperately needed world-class communications infrastructure, affordable and readily available to all its citizens.



On November 27, 1988, Contact Point was launched by M. C. Venkatram, Chief General Manager of MTNL at Nanik's Nariman Point office, in Bombay. It was a landmark event, an absolute first of its kind in India, and was widely and enthusiastically reported on by all newspapers. The public could now make local, national and international telephone calls. They could also send and receive national and international telexes and faxes, all under one roof and at economical rates.



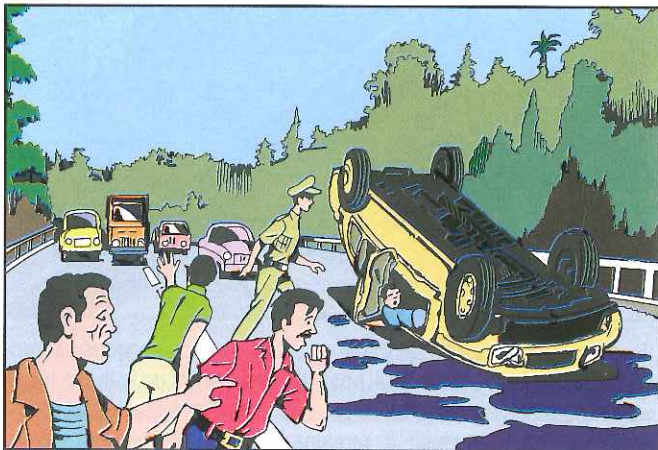
Contact Point was a runaway hit, a trend setter. It became immensely popular with the public; people would come all the way from the suburbs to avail of the facilities. Even foreign tourists found it to be a blessing and used it to communicate with their homeland. Many big and small businesses depended on Contact Point and were its frequent customers. Such was the demand that the office had to be kept open from 9 am to 10 pm, Monday to Saturday.



Contact Point paved the way for the private players to set up communication centers all over the country. Communication centers mushroomed across the length and breadth of India. Such centers have also provided employment opportunities to over a million Indians, including ones who are physically challenged. Contact Point, which ceased operations as Nanik's other businesses grew, illustrates how Nanik captured opportunities, not only to further his business interests, but to render valuable services to his country at the same time.



Apart from the ups and downs in business, Nanik had other kinds of setbacks to overcome. Geeta and Nanik had to endure the heartrending loss of their third child, a six-month old son. Only parents who have lost their child can comprehend the horror of the situation involved. The blow fell particularly hard on Geeta. Nanik's love and enduring support enabled her to get through the worst of it.



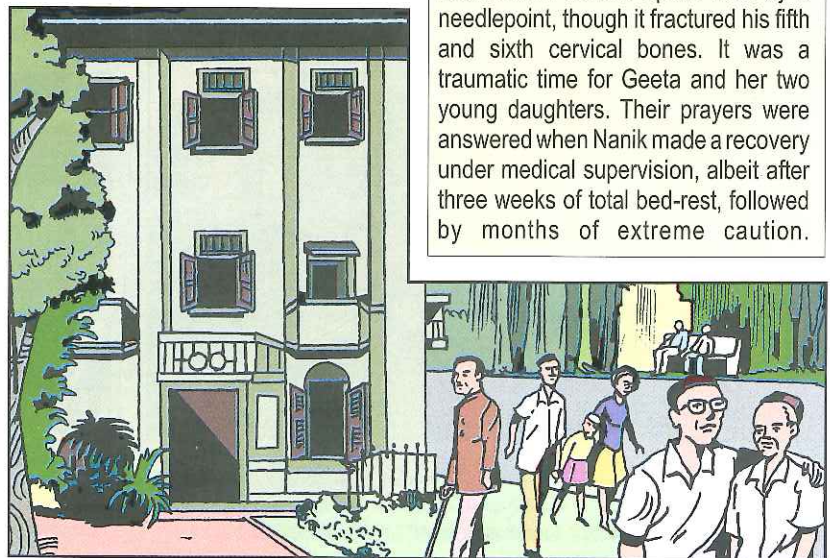
Not soon after this, Nanik met with a near-fatal car accident. Driving his car from Khapoli to Bombay, with his friend, the car encountered an oil-spill. Nanik lost control of the vehicle, which somersaulted twice. Thankfully, his friend was relatively unhurt, but Nanik sustained severe neck injuries.



On examining the X-rays, doctors felt that he would be paralyzed for the rest of his life. The impact of the accident had missed Nanik's spinal cord by a needlepoint, though it fractured his fifth and sixth cervical bones. It was a traumatic time for Geeta and her two young daughters. Their prayers were answered when Nanik made a recovery under medical supervision, albeit after three weeks of total bed-rest, followed by months of extreme caution.



In 1976, Nanik and Geeta booked a lovely flat in Dadar Parsi Colony to accommodate the needs of their growing family. Over the next three years, they invested a lot of resources in painstakingly planning their new home. On the eve of their shift, Nanik and Geeta's received a "stay order" from the Court. Referring to a legal covenant dating back to 19th century, the court order dictated that only a Parsi was entitled to occupy a flat in the Colony, even though the property could be owned by a non-Parsi.



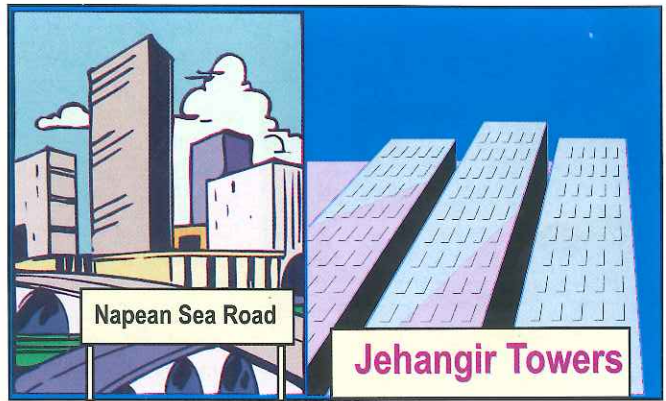
They were caught in a strange situation they had to vacate the flat at Dutt Kutir which they had already sold, but could not live in the flat they had bought. They were left high and dry. Faced with this emergency, Nanik began an intensive search for a new residence.



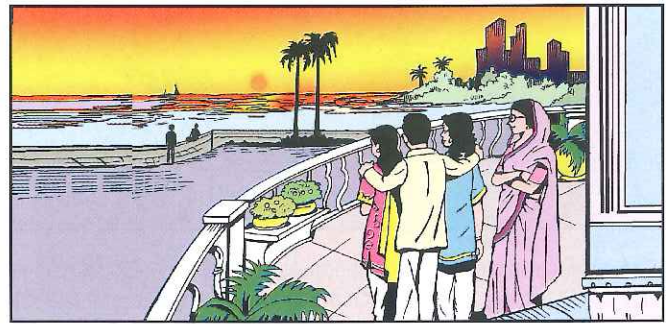
After frantically struggling to find new accommodation, Nanik found a flat in his existing building, **Dutt Kutir**, on the second floor. The owner knew well the dire straits Nanik was in, and asked for a sum higher than the prevailing market rates. Nanik had no option but to agree.



At this time, Mr. Mehta of M/s Pheroze Framroze & Company, neighbours of Nanik's Eastmen Art Emporium at Air India building, offered to buy the Emporium with existing stocks. The Emporium's profits were suffering due to the exorbitant rent it had to pay to Air India. With a heavy heart, Nanik parted with his dearly loved Emporium. He had put his heart into it for twelve long years.



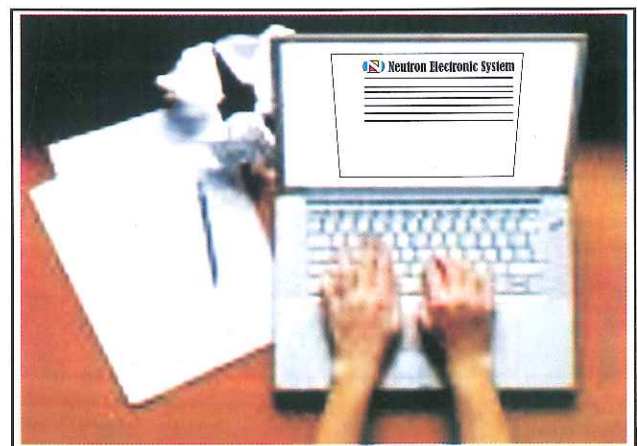
Five years later, Nanik booked a flat in Jehangir Towers, a new high-rise on Napean Sea Road, one of the most desired residential areas in Bombay. Its price tag was well beyond the Rupanis' financial reach at the time. Over a long span of time, he had to honour monthly instalments of Rs. 1 lakh each, a substantial amount in those days, towards purchase of the luxurious flat. Nanik endured many sleepless nights wondering how he would pay the instalments.



He sold off his flat at Dutt Kutir in Wadala, as well as his property at Dadar Parsi Colony. He also borrowed funds from his close friends who knew him to be trustworthy and reliable. With the help of these proceeds, he purchased his new flat at Jehangir Towers. He moved into it in 1986, with Geeta and his two daughters, Neeta and Reena.



New winds were blowing across the country in the 1980s, bringing with them the fragrance of economic liberalization and fresh opportunity. Electronics and telecommunications were developing at a rapid pace.



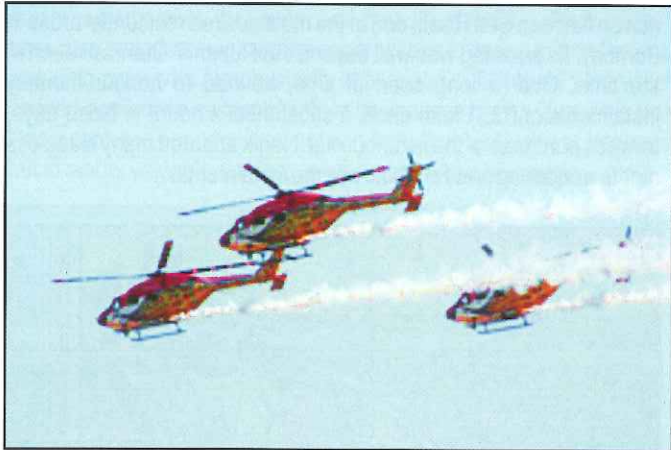
Nanik was among the first to visualize the growing importance of electronic communications. He realized ahead of time that this fast expanding zone would comfortably accommodate his towering ambitions.



Nanik's vision, ensured that what started as a modest organization with a turnover barely touching Rs. 60 lakhs, blossomed. It also began to explore newer horizons for itself. Driven by Nanik's spirit of adventure, the company entered the developing area of video conferencing in 1994.



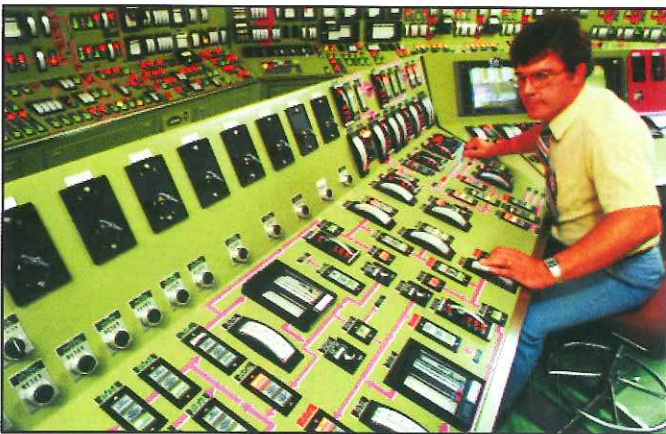
Neutron forged strategic alliances with the American company PictureTel (now Polycom) to bring the latest in video conferencing to India. Neutron's first mega-project was to link the offshore platforms of the Oil and Natural Gas Commission (ONGC) to its central office at Bandra in Mumbai through video conferencing. ONGC, one of the foremost public undertakings in India, had three offshore process platforms that needed to be interconnected to the main office.



Before Neutron stepped in, a whopping amount was being spent per day simply on the transportation of personnel, engineers and labour even for the most minor of troubleshooting exercises. The only way to commute to offshore platforms was by helicopter. Firstly, this was proving to be extremely costly and secondly, there were frequent cancellations due to inclement weather, thereby holding up processes and increasing downtime.



The project was a prestigious one for Neutron. Nanik dealt with bank officials and got everything in order in the shortest possible period. The project was implemented in 11 months, a record of sorts. Neutron put up a multi-point integrated network along with video conferencing facility in such a way that a technical person sitting in Bandra could guide a repair operation at the offshore site without the physical presence of the engineer.



By 2000, Neutron offered integrated solutions in networking for a wide range of businesses, from call centers to IT firms, and heavy engineering to real estate. Neutron has offered solutions to several organizations such as the Carlton Group, National Thermal Power Corporation, Cathay Pacific, Godrej, Enron, Mitsubishi, Larsen and Toubro, Bharat Electronics Limited, Infosys and Citicorp. among others.



With wireless technology poised to become the communication medium of the new millennium, Nanik, along with two long-time friends, established Adino Telecom in 1993. The company is a joint venture between them.



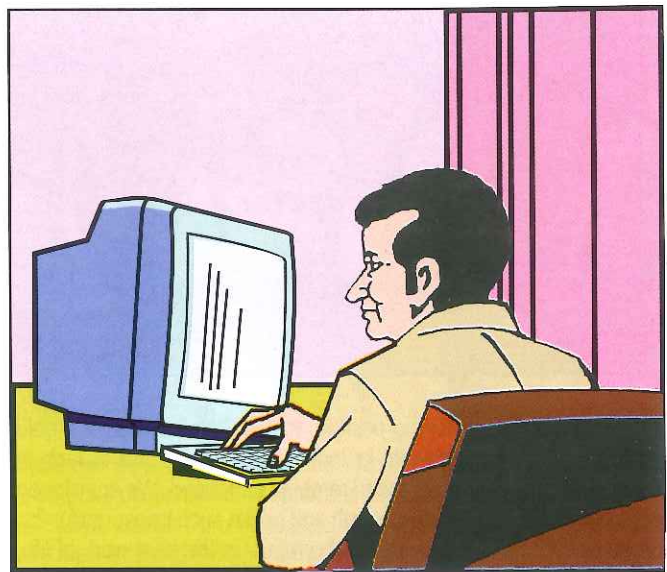
Striking an alliance with the American giant, Motorola, Adino began by distributing the MNC's state-of-the-art two-way radios and trunking systems in India. As Motorola's channel partner, Adino took care of its pre-sales operations, order acquisitions, post-sales operations and support services. Till date, Adino has sold over 100,000 Motorola radios in the Indian market and has, in fact, been a pioneer in providing digital radio-trunking solutions in India.



Adino has provided Motorola's wireless solutions to India's Border Security Force (BSF), the police force in certain states of India, as well as to several organizations in the private sector. Motorola awarded Adino with its Gold Award in 1996.



Confidently, Adino moved into the emerging area of broadband solutions during the late nineties. By 1998, Adino made more than 600 installations of fixed broadband wireless equipment all over India.



Besides keeping a tight vigil on current developments, keeping an eye on the future is equally important, Nanik constantly watched technology development in advanced nations. His foresight enabled him, his team and his companies, to always stay a step ahead of the others.



Name any area in convergent communications Internet telephony, wireless Local Area Network (LAN) solutions, Key Telephone Systems (KTS), PABX, audio-video conferencing, voice messaging, radio-trunking, broadband wireless solutions, Wi-Fi, multimedia solutions like plasma and projection systems and you will find the leading presence of companies headed by Nanik, Adino Telecom, and Neutron Electronic Systems.



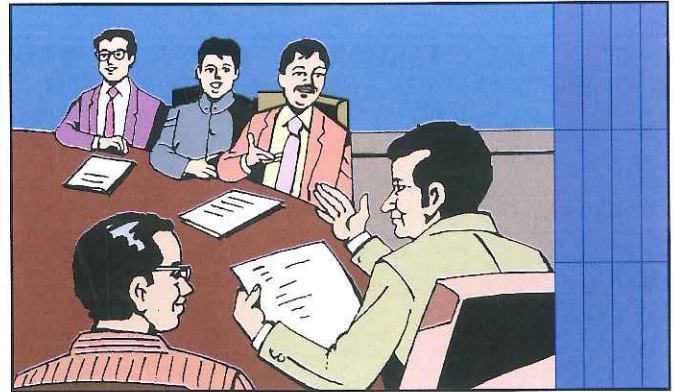
By the mid-80s, Nanik's business ventures had taken to the air, where they were gaining both speed and altitude. He knew it was time to realize a vision that had been calling him right from his formative years - to establish a unique institution to render service to humanity. Nanik realized this dream in Priyadarshni Academy.



It was an institution simply waiting to happen. A tiny spark was all that was needed to get it going. One day in 1984, Nanik and some of his friends, Murli Adnani, Popati Hiranandani, Jamnadas Lalwani, Kaushi Mirpuri, Ramkrishin Advani, Chander Manghnani and Madhav Balwani came together to discuss how best to promote the talent of the deserving, upcoming Kathak danseuse, Anila Sunder, who was in search of the right platform.



That meeting was a turning point for Nanik. "We have such a gold mine of talent and potential in India. Regrettably, due to lack of opportunity, much of such talent remains unnoticed. We envisioned an organization that would unearth and polish such treasures for the world to see. Besides, service to humanity is the best work of life. Since we have taken so much from society, we must pay back."



The friends brainstormed over how to continue and sustain work along these lines. Nanik continues: "There was no lack of issues to be addressed in India. Whether it was the subject of helping our youth with education opportunities, reinforcing Indian values and culture in society, combating social evils like drug addiction, or reaching out to help people affected by natural calamities, we wanted to form and pilot an organization to serve people."



Priyadarshni Academy was born on September 19, 1984, in Mumbai. On March 18, 1985, it was formally inaugurated by late Dr.V.Subramaniam, then the State Minister for Housing, Maharashtra Government, and by Vilasrao Deshmukh, then Minister of State for Home. On the same evening, the Kathak danseuse, Anila Sunder, whose cause made Nanik and his friends come together in the first place, displayed her artistic talents.



On September 19, 1985, Priyadarshni Academy celebrated its first anniversary by holding an Awards Ceremony at Mumbai's glittering Taj Mahal Hotel. The function was marked by the presence of the entire cabinet of Maharashtra's ruling government. Priyadarshni Academy was Nanik's baby, and he had the knack of drawing the best and the brightest to support his endeavours.



Steadily and surely, the Academy became a part of the socio-cultural and economic fabric of the country, concerned as it was with all-round progress in various fields. The National Integration Award, the Best Sports-person of the Year Award and the Smita Patil Memorial Award for Best Actress, the Anti-Dowry Committee, the Academy's Legal Cell, direct cash assistance for the drought-affected, undertaking animal welfare measures, organizing medical camps for those who could not afford high costs of treatment, promoting literary activities in regional languages, reaching out to the tribals through development projects, tackling the menace of drug addiction head-on, they have all come within the realm of the Academy's activities.



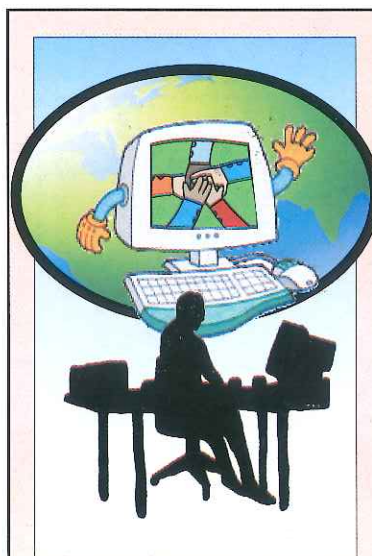
Priyadarshni also initiated efforts towards the creation of a cleaner and greener environment. Being a lover of nature, environmental conservation and preservation have always been subjects of vital importance to Nanik. In 1987, an Afforestation Award was instituted to boost the efforts of those working in this area. In 1992, the Academy for the first time directly participated in tree plantations.



Priyadarshni as an organization has staunchly believed that youth are the backbone of the nation. "Supporting talented youngsters in the fields of education, arts and sports is one of our primary functions and this is to ensure that natural gifts do not go waste," Nanik explains. "I feel a sense of satisfaction for having contributed to the education of those who would have otherwise had to curtail their academic pursuits."



The Academy urged the overseas Indian community to do something for their country of origin. It was a feeling Nanik was quite familiar with, having spent his initial years in Ghana. "Indians living abroad are our country's gold mines. They love their country of birth and are eager to give back to their motherland."



The year 1990 proved to be a booster in cementing relations between the Academy and overseas Indians. In May 1990 Nanik declared his plan to set up an Overseas Indian Co-ordination Committee with a computerized data bank of overseas Indians. As a centralized nodal agency, it would serve as an effective facilitator for the overseas Indian community.



On August 20, 1993, Nanik Rupani addressed a distinguished gathering of Members of Parliament and other dignitaries in the Central Hall of Parliament House, New Delhi. The unique privilege of presenting a magnificently rendered portrait of late Prime Minister, Rajiv Gandhi, served to highlight the Academy's achievements as an NGO. It is a matter of continuing pride for Priyadarshni Academy that this portrait has now become part of India's Parliament House.



In 1995, a group of people affiliated with the Academy brought the ancient Hasyayoga laughter therapy into contemporary use by establishing a Laughter Club. There is the proven theory that when you cry, you cry alone but when you laugh, the world laughs with you. Initially,

people ridiculed the idea, but when health benefits became apparent, the attendance at the club sessions began to increase.



In 1998, Nanik's long awaited dream came true. He had always wanted the Academy to acquire a global identity. The Awards function held on September 19, 1998, proved to be a step in that direction. With Mr. L. K. Advani in the chief guest's chair, the curtain went up on the first International Awards function.



To choose people whose work had impacted the world at large had been a challenging task. A high-powered committee under the chairmanship of Dr. Ram Tarneja, former Managing Director, Bennett Coleman Group, had been formed and the members went through hundreds of documents and records to select a few individuals whose contributions to society led to either definitive commercial progress or the creation of a better social environment.

The Global Awards that were bestowed on the momentous day included:

- The Global Award for Outstanding contribution to Humanitarian Services
- The Global Award for Promotion of benefits of Space Technology to Humanity
- The Global Award for Outstanding Contribution to Corporate Social Responsibility
- The Global Award for Promotion of International Understanding



Service to Humanity is the best work of life



In 2001, the Academy joined hands with India International Multiversity, an institution of which Dr. Vijay Bhatkar is Founder and Chancellor, to start the Vedic Research Center. Elaborating on this new initiative, Nanik states: "Vedanta is a science of living. Science tells us that we use, at best, ten per cent of our mental capacity. Vedanta helps cultivate the balance 90 per cent and access the powerhouse of infinite energy lying dormant within us." It prescribes the technique of right action that ensures success.

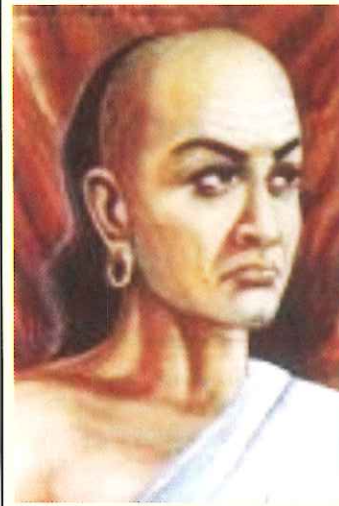


In 2004, Nanik was elected President of IMC. Nanik imparted dynamism to the Chamber and took it from the confines of Mumbai to the far ends of the globe. He tackled issues of importance for both the Indian community in general and the business fraternity in particular. Although he downplays his central role, it was by no means a small achievement, to be at the helm of such a prestigious organization and to raise its stature.

Kautilya's Arthashastra is a treasure of knowledge and wisdom. Dwelling further into it, Priyadarshni Academy brought out the book "Kautilya's Arthashastra – The Way of Financial Management and Economic Governance" which was published by Jaico. The book was released on Sept. 1, 2009 by the Sheriff of Mumbai, Dr. Indu Shahani.

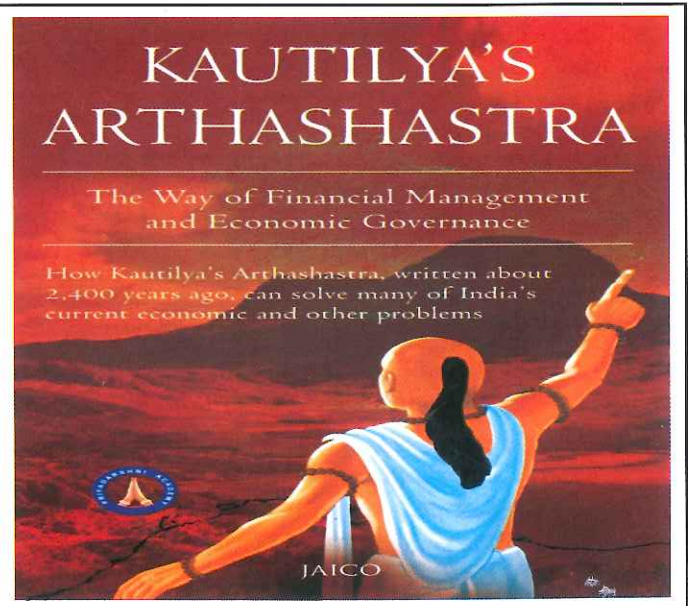


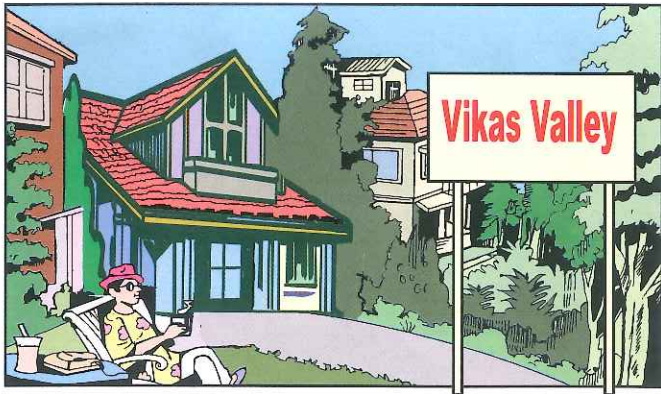
The Academy runs on highly democratic and well-structured lines. The various committees formed for the purpose of identifying people who have contributed immensely to their chosen fields, have the full liberty of nominating anyone they want. Nanik has not given himself the power to influence any selection.



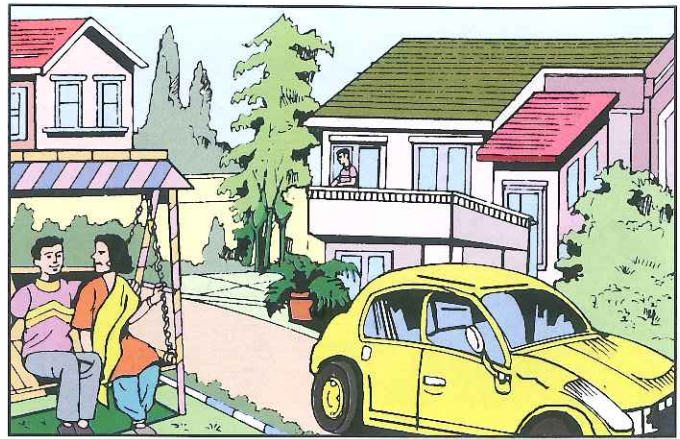
Ever keen to share the bright light of India's glorious heritage with the world, Nanik encouraged the IMC's Economic Research and Training Foundation (IMC ERTF) led by Ms. Kiran Nanda, to research one of his much-loved subjects- **Kautilya's Arthashastra.**

On April 21, 2005, after months of painstaking research, the Chamber released the publication **Kautilya's Arthashastra: Its Contemporary Relevance.**

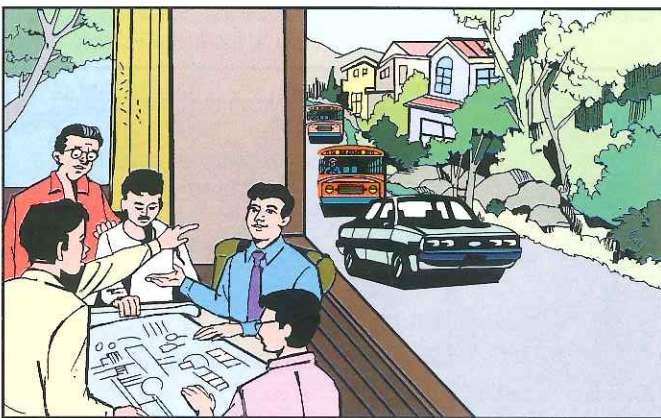




Nanik's ability to find solutions to knotted problems was amply demonstrated, when the state administration decided to demolish legitimate houses in the picturesque Vikas Valley at Khandala. The area was slated to be acquired to construct the Mumbai-Pune Express Highway.



The area was a paradise of scenic beauty, abounding with flora and fauna, Nanik, along with many others, had a retreat there, where he could retire to over weekends, to rejuvenate his spirits in the lap of nature.



While other residents were devastated, as they had invested heavily in terms of wealth and aspirations, Nanik with characteristic calm, met with a few friends and neighbours in the area, and together they mapped out an alternate route which would serve the purpose, and avoid the destruction of a lovely natural habitat.



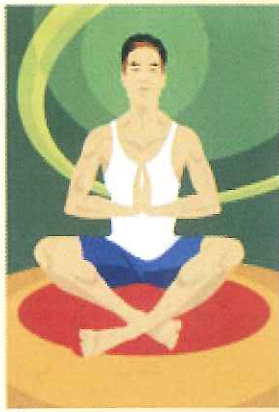
They met the Chief Engineer in charge of the project, and other bureaucrats. Meeting with stone walls, they met Bal Thackeray, the charismatic leader of the Shiv Sena. He arranged a visit to explain the situation.



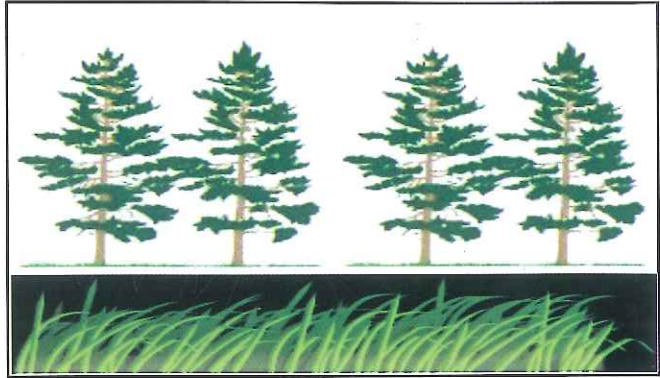
His intervention helped in arriving at the ideal solution -- a marginal realignment of the route of the Expressway, so that work proceeded smoothly, and a natural habitat was saved. Nanik proved once again, that success was every one's birthright. Only, one had to seek it.



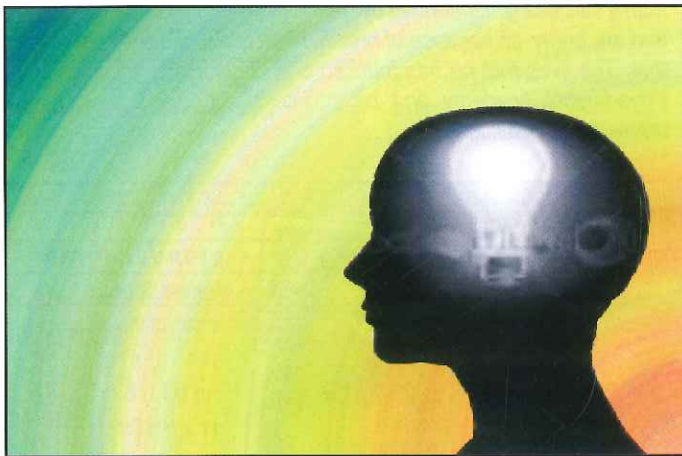
Many achievers, though resoundingly successful in their professional and public lives, are not at peace with themselves or those around them. Their wealth and status does not translate into inner tranquility and personal well being. This is not the case with Nanik Rupani.



He believes that one needs to be a successful human being in addition to achieving public and professional standing. There should be no distinction in personal and public attitude or conduct. Family, social and spiritual interests received equal emphasis in his scheme of things.



He is respected and appreciated for being able to maintain his composure even in aggravating circumstances, listen patiently to other points of view, without bias or prejudice, and eventually arrive at conclusions, without bowing to undue pressure or influence. He refers to the blades of grass and the mighty trees, who both in their unique ways, manage to survive the tempests.



The creator has provided humans with brains, far superior even to super computers, which they ought to utilize in finding solutions to problems. Nanik believes there is nothing the human brain cannot achieve, if it sets its mind to it.



Nanik and his wife Geeta function as a united team. Life has dealt them its share of pains and troubles, and they have faced these together, based on mutual support and respect. Nanik likes to share his ideas and plans with his wife. Yet there are times when he does not trouble her with his innermost thoughts because they unnecessarily add to her anxieties.



Nanik is equally caring of his two daughters, Neeta and Reena. He has always been a friend to them. While being a kind and involved father, he has never overindulged his daughters. *"I have always indicated the practical realities of life to my children, that problems will always crop up and solutions must be found according to the demands of the situation. That has equipped them to face anything in life."*

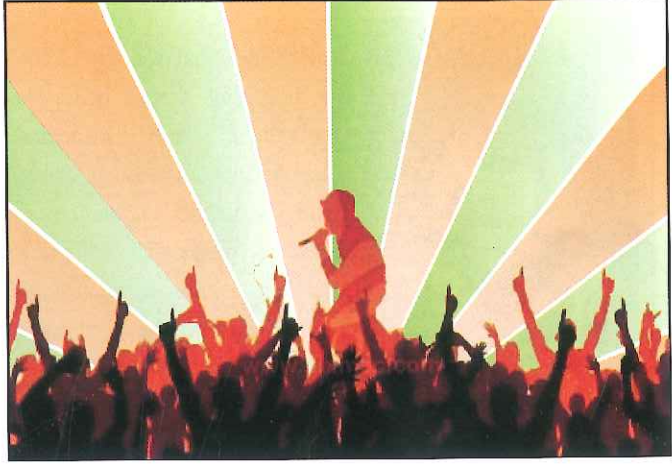


His daughter **Neeta** says:

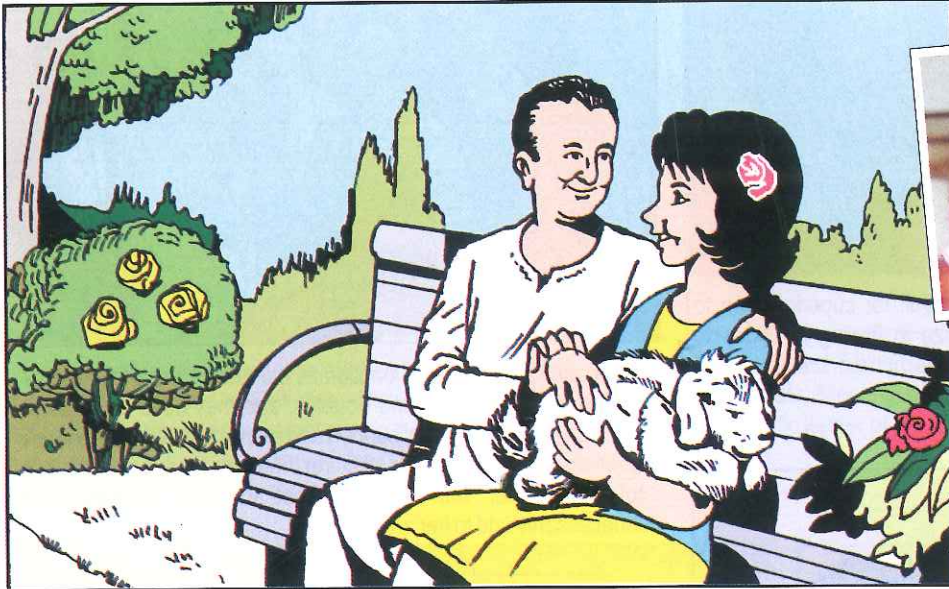
"He is always there for us with his reasoning, his guidance, his advice but the one thing that really stands out is the fact that he has never ever enforced his will on us. The final decision is always ours. Even at a very young age during our formative years, our decisions were always respected and when it came to vital family issues, our opinions really mattered. We were always made to feel important and useful."



Says Reena, Nanik's younger daughter: "God works through a chosen few, and Dad is definitely one of them. Dad has mentioned several times that he regretted not having pursued his studies. He therefore wanted to make sure that his kids got the best of education. But after having obtained an MBA from the US and working in corporate America for several years, from my own personal experience, I can confidently say that education is not everything. A man's qualities are the most important."

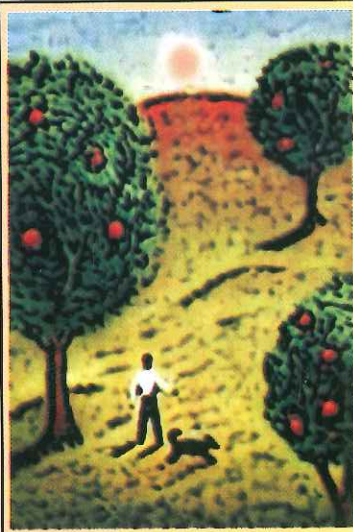


Man's success is not defined by his riches, but by the number of lives that are better off because of him. My dad is a wonderful example of that. The lives that he has touched and continues to touch through Priyadarshni Academy and his business operations are a great measure of his success."

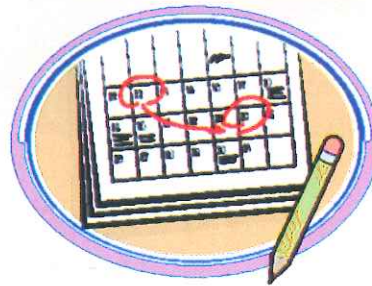


Nanik's granddaughter Gehna appears to be a chip of the old block and has already imbibed her grandfather's staunch values.

Nanik marvels: "My granddaughter displays so much intelligence that I wonder how bright future generations are going to be. Our role is that of advisors and our duty is to give them proper guidance and education. The rest is left to them."

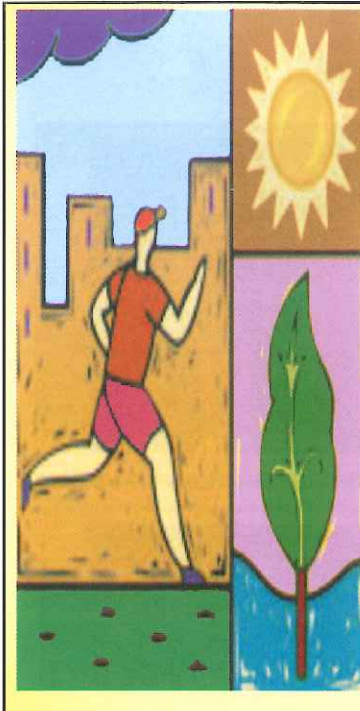


For a person who has so much wealth at his command, Nanik leads a simple life. He has learned to value the power of money because he understands how difficult it is to earn it. His needs are limited. He avoids expensive clothes, fancy restaurants and does not travel to foreign countries without reason.

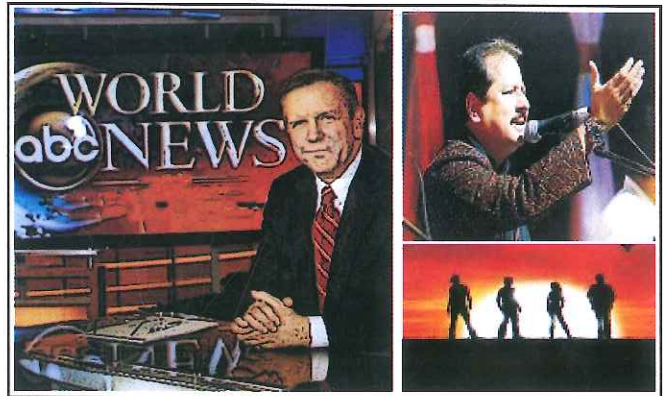


Nanik's social calendar is usually full and he has to some times attend two to three engagements in a single evening. But he always dines at home before attending any party, as he does not like to

eat outside. He is a vegetarian and is perfectly content with the simple rice, lentils and curd that his wife prepares, along with some fruit. Being a teetotaler, there is no question of joining the drinking circuit. His eyes gleam as he admits, "Ah, but I have a sweet tooth and indulge in desserts at all social get-togethers."



Nanik has always given health and fitness high priority in his life. He begins each day early, and goes for a brisk walk and a little jog. After his morning walk, he does pranayam for 20 minutes, followed by yoga for half an hour. He has been accustomed to this health routine for decades now, and faithfully adheres to it even when he travels abroad. He makes sure he gets his exercise, even if it is on a treadmill in a hotel gymnasium.

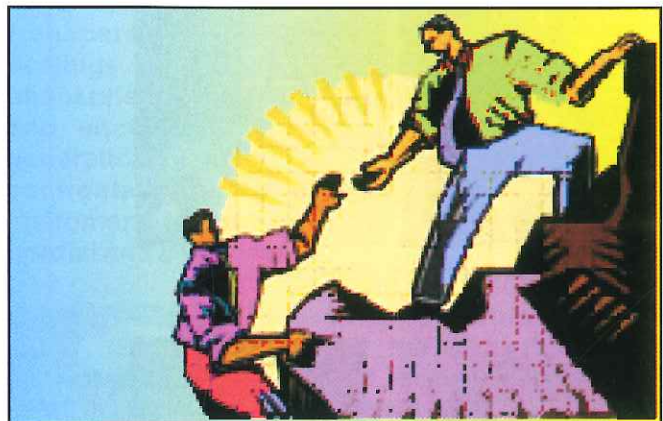


Nanik enjoys ghazals, classical music and film songs. However, he is no longer a film enthusiast. Geeta, on the other hand, enjoys movies, so Nanik encourages her to go and see films with friends or relatives. He loves to listen to the news, partly because he likes to keep abreast of world developments, and partly since he has friends in many countries across the world.



An avid traveler at one time, today he would rather let others in his team travel around the globe to look after business interests. He travels only when he has to attend important events. However, when it comes to his choice of good destinations, Nanik would still prefer to go to the United States rather than any other country. "It is beautiful,

well planned and there is a lot of friendliness there. People are casual, they have a zest for life and they also work hard."



Finally, it is his ability to share that has provided him great inner satisfaction. "I would rather give to charity than indulge in vanities or spend on myself. I have never been extravagant just for the sake of getting noticed. The joy of extending support to someone who is in urgent need, is something that simply cannot be matched by money, palatial houses, or big fancy cars," he emphasizes.



There are some strong convictions in Nanik's heart when he speaks on the subject of education. "Parents and teachers should not pressure children to excel in exams, as if securing rank and percentage were the only criteria for excellence. Why compare one child to another? Or one student to

another? Why run down or demean a child just because he may be different in some way? Instead, they should investigate the child's interests, his aptitude, and accordingly prod him to develop his talents.

Each child is gifted, and if moulded properly, can excel in his own special way. That would be success. This is my message for the educational system in India: It needs reforming on the lines of our ancient gurukuls where teachers used to pay individual attention to each student, find out his strengths and accordingly encourage him to bloom."



Photo Gallery from the Family Album



Late Kisharam and Radha Rupani, Nanik,s parents



Nanik Rupani and wife Geeta Rupani



Daughter Neeta and Reena



Granddaughter Gehna



Nanik with Ram Panjwani and Dadasaheb Roopwate



Nanik with Late PM Rajiv Gandhi



Nanik and wife Geeta with PM Dr. Manmohan Singh



With Neeta and son-in-law Sunil Datwani

Six Step Formula



Every one dreams, but for many, dreams are not fired by the power of faith and perseverance on the part of the dreamer, so they fail to take off, and eventually wither and die.

Dreams have to be propelled with unwavering determination and guided with vision until they reach their destination.



In dreamland there are no barriers, no obstacles – Your mind and imagination can stretch even to the stars.



Having discovered your dream, chisel it. Work as a sculptor who has a chunk of marble before him, and in his mind he beholds his finished creation.

Understand the practical aspects of your journey. Familiarize yourself with the terrain, take time to study and understand the nature of possible impediments along the way.



Do not give ear to people who say – That's impossible. History is replete with stories of winners who made the seemingly impossible possible.

Put your plan on paper. Define it as clearly as you can. The dream migrates into the planning stage. Macro planning involves large scale and long term activities like bidding for projects, expanding market share, collaborating with other companies etc. Micro planning means strategizing and structuring

activities around targets, namely working out the minute details.

Perseverance in planning give birth to effective organisation. Pay utmost attention to building an effective, dedicated team, consulting experts, setting realistic targets, advance projection of results.

Motivation is the life blood of any successful endeavour. One and one make eleven.

In implementing the plan, one must always remain positive, never losing composure. Maintain transparency in all dealings. It fosters an atmosphere of trust and encourages the generation of new ideas. Avoid messy public confrontations with staff, partners, officials, or customers. If one has to part ways, do so in a cordial and cool manner.



Once the ship leaves the harbour, delegate and supervise. Keep control only of major decisions and allow your team to carry on under your guidance and principles.

“Do your Karma and don't worry about the results, leaving the outcome in the hands of the Lord.” Bhagwad Gita.



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