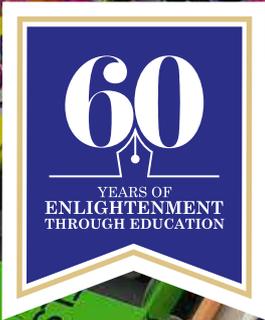


# THE CHRONICLES



A series of books launched under the Children's book division and Youva

Gaya school distributor was acknowledged with an appreciation certificate & letter for his outstanding performance

Balloon Activity for Team Building!!

# CONTENTS



## 02

### New Product launch

A series of books launched under the Children's book division and Youva

## 10

### Events

A series of memorable events

## 18

### Employee story

Mr Vijay Mistry, Admin Manager at Khaniwade location (publication division)

## 04

### Coverage

Children's Book Division

## 14

### Retailer Tour trip

Ahmedabad Retailer Tour to Nathdwara

## 19

### Management lesson

Balloon Activity for Team Building!!

## 05

### Celebrations

Various departments of Navneet celebrating Dussehra & Diwali

## 15

### Appreciation

Gaya school distributor was acknowledged with an appreciation certificate & letter for his outstanding performance

## 20

### Contest Alert

New Contest questions

# NEW PRODUCT LAUNCH

## Youva



### Youva is happy to launch a range of glue sticks

'YOUVA GLUE STICKS'. The Youva Glue Sticks come in 4 different sizes, as per the consumer's needs:

- » 6 gm (5 + 1 gm) – 20% Extra FREE
- » 8 gm
- » 15 gm
- » 25 gm

These glue sticks are designed keeping in mind that its usage varies across different age groups; hence the colors used are universal & attractive. It is a combination of Red & Blue. These glue sticks are:

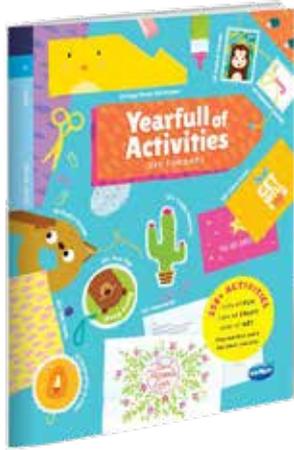
- » Non-Toxic
- » Acid Free
- » Odorless (Free from any pungent smell)
- » Photo Safe (Can be easily used to stick photos, without any worry of leaving any stains on photos)
- » Non-Messy

Youva Glue Sticks can be used for all the sticking & pasting needs:

- » School Projects
- » Artwork
- » Decorations
- » Mounting pictures

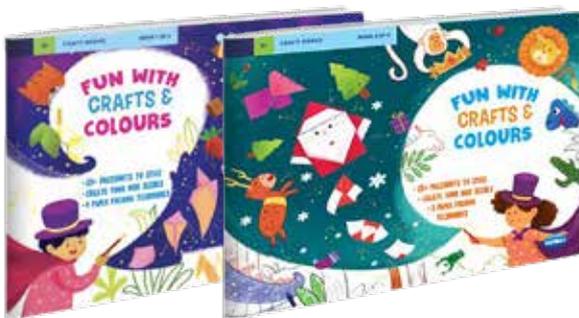
**This helps the consumer to have a single glue-stick for all their needs!**

## Children's book division



### A year full of activities

Keep your little ones engaged throughout the year! DIY couldn't get more interesting! Spend fun days with this artful book which is packed with 250+ fun and creative activities. Create some funky DIY gift tags, decorative greeting cards, artsy labels, loads of unique appreciation stickers and the list goes on...



### Fun with Crafts & Colours

This book features many activities that are designed to give a sense of creation and interaction. The book will help to get little crafter familiar with paper folding techniques, origami, colouring and lots more. All variety of origami folds sequentially organized for suitable Age group. There are lots of fun ideas paired with easy to follow step by step instructions.



### Flappy Fun- Pop up, Flappy Books

Introducing an innovative series of two books which have unique pop up and fold out pages with an additional fold-out activity on each page. It is a delightful way to learn all about farm animals and community helpers through colorful and informative illustrations.

# SOCIAL MEDIA COVERAGE

## Children's Book Division



To celebrate Children's Day the Children's book division of Navneet had sent across hampers to Celebrity moms and mommy bloggers.

# CELEBRATION

## Dussehra celebration in the Exports department



**Best Dancer Winner**  
Richa Nagare & Prashant Shettigar



**Best Dressed Winner**  
Archana Joshi & Ajay Shah



On the occasion of Dussehra, the Exports Department of Navneet celebrated the triumph of good over evil on 5th October 2019. The team conducted an activity to burn all the negativity out & create only positive energies by organizing a small Garba where all the employees were dressed in traditional wear. The team had also kept a dance and a best dress competition.

## Diwali Celebration in the Exports department



▲  
On the occasion of Diwali, the Exports Department of Navneet decided to celebrate the festival of lights uniquely. The employees created small teams and rearranged their desks & each individual decorated his/her desk in the most eco-friendly manner.

The teams were identified as:

- » Team 1: Captain America
- » Team 2: Justice League
- » Team 3: Captain Marvel
- » Team 4: Fantastic Four
- » Team 5: X-Men
- » Team 6: Guardians of the Galaxy
- » Team 7: The Eternals
- » Team 8: Ninja Turtles



**The winner of the competition was the Justice league (Team 2)**

This year the Exports department continued to follow their tradition by organizing a pot-luck lunch. Every employee prepared different meals and decided to jointly eat together, which is also called as the Exports Family get-together.

## Diwali Celebration in the stationery department



▲ On the occasion of Diwali, the stationery department celebrated this festival by organizing a games evening. The evening was filled with the management & employees getting together and playing dumb charades with a twist – movie Pictionary! Everyone was dressed in their traditional finest & they ended the evening with some mouthwatering snacks.

## SBU 1: Diwali Celebration



It was for the first time that there was thematic decoration done at Navneet, Dadar office. It was planned and executed by SBU1 Brand team. The decoration included:

- A conceptual rangoli display placed within office premises, which manifested Navneet's essence- celebration and spread of education. There was a book placed in the center, which depicts the origin of knowledge, and then each circle there after highlighted a subject in a creative way. It was a big surprise for the entire office and was very well received by the entire staff. It soon became a place where everyone wanted to click celebratory photographs.
- A huge lantern, which was placed to celebrate the dual occasion of Diwali & the completion of 60 years of Navneet.

# EVENTS

## Youva: Non-Paper Bonanza offer-winner announcement



▲  
In this offer Gift Coupons were offered on purchase of Youva Non-Paper Products. Once the approved purchase value reaches Rs. 5,000, the retailer was given one Gift Coupon that was eligible for the Youva Non-Paper Bonanza Offer draw. The retailers could earn more as their purchase increased i.e. the number of Gift Coupons will increase with higher purchases. The offer was valid from 1st March'19 to 30th June'19.

**There were a total of 501 prizes to be won:**

- i. 1 Foreign Tour
- ii. 2 Couple Goa Tour
- iii. 5 Smartphones
- iv. 20 Strolley Bags
- v. 100 Copper bottles
- vi. 373- Casseroles

## Winners of the Non-Paper Bonanza offer



### Couple Goa Tour

**Dhananjay Sawarkar**

Nagpur, Pragmatic Stationery

### Couple Goa Tour

**Dipak Tivatne**

Pune, Siddhi Ganesh Mini Market

## CSR Team: Dance Movement Therapy



2nd November 2019, Saturday - conducted a Dance Movement Therapy (DMT) Workshop by Ms. Disha Sampat.

### What is DMT?

Dance/movement therapy is a type of psychotherapy through the use of movement. It promotes the social, cognitive, emotional and social well-being of an individual. It is a creative approach towards psychotherapy. It is a holistic approach towards healing. Dance/Movement Therapy helps individuals express emotions on a non-verbal level. There is no prior dance training required to engage in dance/movement therapy.



### Theme of Workshop

Self- Love

### Why?

The goal of the workshop is to increase awareness of relationship with one-self and explore the understanding of self-love on daily basis. The DMT workshop started with a brief introduction about Self-love. To understand the meaning of Self-love few activities were conducted with various props and various colors to understand oneself.

To learn more and to know more about the Therapy, we all can contact Ms. Disha Sampat on +9664754205.

## Children's Day: Flash Mob (5 MIN's fun)

Flash Mob is basically a theme in which "a group of people is summoned to a designated location at a specified time to perform an act/dance for a brief time, then quickly disperse, often for the purposes of entertainment and artistic expression.

In each of us there is a child within but in today's day or age we all have a very high stress level. This theme was adopted on the special occasion of Children's day. It was a surprise for the Exports family announced that everybody has to perform to 2 minutes of music and just dance so that a child within could come out

## Youva x Children's Day



'Youva partnered with Talaash, a Jai Hind college BMS festival, to celebrate Children's Day with the kids at Our Lady's Home & made it a fun, colourful day for them. The afternoon of 14th November 2019 witnessed Team Youva with Team Talaash distributing drawing books & paint boxes to the children of Our Lady's Home, using which the kids painted their concept of happiness. To spread a smile and to emphasize the concept of giving back, both the teams spent time with the kids by conducting small activities, games, and also tried to bring out the little artist in each of them.

## Monthly Cake cutting session



A tradition followed for years, we believe in celebrating every employee's birthday by gathering the entire department for a small celebration on the last Monday of every month. People born in that month come together to cut the cake. This celebration is specific to the Domestic Stationery at the Dadar office.

# RETAIL TOUR TRIP



In Ahmedabad, 4 distributors ran an offer at Nathdwara (Shreenathji). To be a part of this tour the retailer had to purchase goods worth Rs 3000/- in the month of August.

In this offer the retailers were rewarded with a one night stay at The Marutinandan Grand Resort at Nathdwara (Shreenathji) from 21st to 22nd September 2019.

# APPRECIATION



Dress Villa who is the Gaya, school distributor was acknowledged with an appreciation certificate & letter for his outstanding performance to achieve a 409% growth.



Agrawal stationers Kurukshetra, Haryana was acknowledged with an appreciation certificate & letter for his outstanding performance to achieve a 100.53% growth.

## Zone I - by 2018-19 TGT Achieved Distributors

Sr.	Region	Party	City	ACH%	Growth%
1	Assam	Vikash Plywood Centre	Imphal	105	35
2	Mah 5	Latur General Stores	Latur	102	40
3	34 Jharkhand	Pustak Manjusha	Jamshedpur	137	79
4	01 Andra Pradesh	Likhitha Enterprises	Nizamabad	148	143
5	Mah 4	Pawar Book Agency	Nashik	205	174
6	11 Kerala	Sreekanteswara Agencies & Supplies	Thiruvananthapuram	101	25
7	10 Karnataka	Prajwal Marketing	Bijapur	196	178
8	Mah 2 & Goa	Shrikant Agencies	Kankavli	108	47
9	04 Bihar	Dress Villa	Gaya	368	409
10	Mah 4	Balaji Books Emporium	Wasim	114	61
11	11 Kerala	M.K. Associates	Palakkad	111	25
12	Mah 4	Swanand Marketing	Shahade	113	52
13	Mah 4	Ayush Agencies	Sinnar	121	65
14	10 Karnataka	Sri Sairam Enterprises	Bangalore	119	59
15	Mah 2 & Goa	Sadhana Book Stall	Gadhingalaj	134	79
16	Mah 5	Gajanan Agencies	Sangamner	104	47
17	Mah 2 & Goa	Mahalaxmi Stores	Kagal (Kolhapur)	111	46
18	Mah 3	Chetan Agencies	Narayangaon	136	72
19	Mah 4	Hemant Book Depot & Gift Articles	Risod	123	67
20	10 Karnataka	K Shivananda Bhat	Kundapura	100	34
21	22 Tamil Nadu	Kishore Kumar & Co.	Chennai	112	34
22	Mah 4	Sudhir Book Depot.	Chopda	157	101
23	01 Andra Pradesh	Manjunatha Enterprises	Hyderabad	143	#DIV/0!

## Zone II - Distributor List for YOUVA (p) 100% target achievement BY1819

Sr.	State	Dist Name	City	ACH%
1	06 GJ 2	Harshil Enterprise	Ahmedabad	100.99
2	06 GJ 1	Amardeep Stationers	Surat	100.24
3	06 GJ 2	M.R. Trading Co.	Ahmedabad	112.15
4	24 UP 1	Goyal Distributors	Lucknow	130.16
5	30 Delhi	Gurukirpa Enterprises	West Delhi	109.21
6	35 Uttrakhand	Goyal Book Depot	Doiwala	224.32
7	06 GJ 1	Super Sales & Marketing	Navsari	103.78
8	06 GJ 2	Gopi Marketing	Modasa	129.77
9	06 GJ 2	Krishna Agency	Gandhidham	102.90
10	06 GJ 1	Rangtarang Enterprise	Dahod	143.94
11	06 GJ 2	Navneet Sales Agency	Ahmedabad	128.66
12	24 UP 1	Gauri Shankar Enterprises	Gorakhpur	116.85
13	06 GJ 1	Anay Business Centre	Vadodara (A'bad)	110.34
14	12 Madhya Pradesh	Tushar Industries	Indore	113.67
15	24 UP 2	Bansal Book Depot	Dadri	114.77
16	06 GJ 1	Fun Distributors	Lunawada	148.14
17	19 Punjab	Gawari Trading Company	Muktsar	109.45
18	24 UP 1	Agarwal Book Depot	Farrukhabad	120.20
19	30 Delhi	Education Service Organization	New Delhi	147.17
20	24 UP 1	Surya Enterprise	Prayagraj	125.06
21	24 UP 2	Krishna Creations	Ghaziabad (Noida)	119.31
22	07 Haryana	Agrawal Stationers	Kurukshetra	100.53
23	06 GJ 2	Navyug Distributors	Visnagar	106.64
24	19 Punjab	Jindal Stationers	Rajpura	103.20
25	27 Chandigarh	Vijay Traders	Chandigarh	101.13
26	20 Rajasthan	Vijayvargiya Stationers	Kota	109.21
27	06 GJ 2	Bhupendraray Dalichand Patel	Dhoraji	126.05
28	19 Punjab	Mittal and Sons	Zirakpur	130.20
29	30 Delhi	Anand Book Corner	East Delhi	118.23
30	06 GJ 2	Super Stores	Dhanera	103.82
31	20 Rajasthan	Elegant Brothers	Jaipur	100.79

# EMPLOYEE STORY

Mr Vijay Mistry Admin Manager at Khanewade location (publication division)



I, Vijay Mistry, the Admin Manager at Khanewade location (publication division) have been working with Navneet for the last 39 years. In my entire career, Navneet has been the only organization I have worked for as it has given me plenty of opportunities. My journey with Navneet began at the age of 16 when I took up a temporary vacation job in Navneet. I was enticed by the salary and wanted to work more to support my family. So, after completing my 12th grade, I decided to quit studying and started working with Navneet as a full-time employee.

The initial years with the company involved me doing various clerical jobs. However, over time as my sincerity, dedication and involvement in work increased, the company decided to invest in my training. They offered me to undergo a computer training course to enhance my skills. My career graph has only gone upwards since that time. I went from being a data entry person to a programmer to a software developer and then to an IT manager. In the 25

years of handling the IT department I was responsible for the development of various software and digitization of departments like Sales, Payroll, Interest working, Share transferring etc. When Navneet opened a new warehouse in Khanewade I was appointed as the Admin manager. It did not end there! The company showed trust and confidence in my work once again and provided me with an opportunity to work in the management team as one of the company partners in the year 2015. Working with Navneet has brought about a tremendous and positive change in my professional as well as personal life. The company has pushed me to learn new things and to step outside of my comfort zone and excel.

Navneet values family and they value education and career. It is a great environment to work, it makes work feel like home and I couldn't ask for a better company to work for. In all these years, I have had so many mentors and I took knowledge and blessings from all of them which have helped me to reach here. I would like to thank each of my mentors and the Gala Family for all their love and support.



# MANAGEMENT LESSON

## Balloon Activity for Team Building!!

Once in a company, a team of around 40 employees from different departments were working together on a project.

The team consisted of bright and enthusiastic young members but the problem was that they wouldn't share information and it was a problem.

So, one-day, the project head invited them for an event at the company. In this event, there were several fun activities organized for everyone.

For one activity the Project head brought the team into a room which was full of fun decorations and hundreds of balloons.

In the center of the room was a big box full of balloons that had not been blown up yet. Everyone was excited and they kept guessing about what kind of activity it could be.

The project leader took the mic and said, "Each one of you pick up a balloon and blow it up. Then write your name on it."

All members were able to get their names on balloons without popping any of them. When everyone was done, the project head asked them to leave their balloons and exit the room.

A few minutes later, the team was asked to come back into the room and was told that they had to find the balloon they had left behind with their name on it among hundreds of balloons scattered there.

There were just 40 balloons with names in a sea of hundreds of balloons. The project head warned them that the first three to find

balloons with their names will be the winners and if any of the balloons pop then the person responsible for popping that balloon will be disqualified.

Carefully everyone tried to find their balloon with their name on it but after 20 minutes, not even a single person was able to find their own balloon. The project head then said that this round was over, and everyone should go for the next round of activity.

For next round the project head told them that, if any team member finds any balloon with a name on it then give it to the person whose name was on it.

Everyone did the same and within a couple of minutes every member of the team had their own balloon with their own name on it.

At the end of this round, the project head said, "You now understand that we are much more efficient when we are willing to share with each other and we are better problem solvers when we are working together, not individually."

### **MORAL**

Often time's members of the team create obstacles that get in the way of teamwork by solely focusing on their own pursuits and goals. They hoard information, avoid collaboration and distance themselves. It is not only bad for the team but also bad for that individual.

Every team member should ask themselves regularly what they are and what can be doing for the team.

## TIME FOR SOME FUN

# CONTEST

## ALERT

### ANSWER THESE QUESTIONS

1

How many schools participated in the Masterstroke Drawing Competition 2019?

2

When & where was the Delhi Book fair conducted?

Get ready to be a part of another fun contest and do share your answers on [communications@navneet.com](mailto:communications@navneet.com)

### PREVIOUS CONTEST ANSWER:

Name the Tallest Book of India & which company created the Tallest Book of India:  
Book of Unity which was created by Youva from Navneet Education Limited.

How many retailers took part in the Sona Chandi Dhama scheme for SBU 1?  
4000+

Winner of the September contest is:

Meera Kanchugar

