# THETALK

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**OUR NEWS VIEWS & EVENTS** 



Dear Reader,

Welcome to the latest issue of TIL Talk.

We are beginning to see the early signs of an economic rebound. In Infrastructure, the roads sector has seen an uptick in recent times, especially after the government switched the mode of project awards from the conventional



PPP to a Hybrid Annuity Model. However, the overall market conditions were, and still are to some extent, not very conducive to aggressive growth. Muted demand, excess capacities, liquidity problems and falling corporate earnings - the difficult conditions for Industry have necessitated a number of mergers, demergers and corporate reorganizations over the last two years. Our Company has witnessed this kind of transition first hand. We have parted ways with the Caterpillar dealership business.

In the process, TIL has emerged as a leaner and fitter organization from the turmoil of the last few years. Today, we are free to devote our resources to our core competencies, which have always been in designing and manufacturing. Here let me share with you some of the latest developments, currently underway at TIL. A value-ReachStacker – Yard Master III, designed in collaboration with Hyster® – is in the testing stages. Given our dominance

in this segment, this new product shows great potential. We are also in the process of extending our range of Truck Cranes. The TMS 855 is the first step in this direction. International acceptance of our products has also been very encouraging so far. With the private sector being encouraged to participate in defence production, additional new opportunities will open up for our Company soon.

Our people have always been our greatest asset. They hold the key to unlocking our future growth potential and towards the optimization of returns from our substantial investments in state-of-the-art manufacturing infrastructure. There have been interventions on our part, during the course of the last one year, to build capacity, augment human resource and improve processes. It is, therefore, now time to take challenges head on.

This issue highlights our newest Truck Crane in the 55-ton category – the TMS 855 – which boasts of a unique long telescopic boom for maximum reach. In addition, there are stories on our training division and recent happenings at Kamarhatty and Kharagpur Works. This year, we also celebrated our Company's 72nd Foundation Day at the Taratolla Corporate Office and across branches. Despite changes happening on all fronts, our commitment to the cause of Corporate Social Responsibility remains as strong as ever – this year, on the occasion of TIL Caring Day, we pledged our support to needy and specially-abled children, and those suffering from substance abuse.

Enjoy these stories and I wish you and your family peace, good health and enduring happiness.

Sumit Mazumder

Chairman & Managing Director

### LONG BOOM. MAXIMUM REACH.

#### TMS 855 – The latest Truck Crane from TIL

TMS 855 is the newest Truck Crane from TIL, India's leading manufacturer of cranes and material handling equipment, and the market leader in mobile cranes.

The new TMS 855 Truck Crane from TIL is a statement in power, precision, durability and high performance - epitomizing yet another example of manufacturing excellence by TIL. The crane comes equipped with cutting-edge technology and all the latest features to augment efficiency, safety and operator comfort. One special feature of this machine is the long boom – which is designed for optimum lifting performance. The U-shaped cross-section provides a natural cradling position for boom sections and the large wear pads offer superior boom alignment during telescoping, thus allowing for an excellent transition of weights between sections.

MAX. RATED CAPACITY (85% Rating)	55 MT at 3M Radius (360° Slew)
ВООМ	5 Section formed boom 11.2 M to 41.3 M
CARRIER	8 X 4 DRIVE
MAX. ROAD SPEED	50 KMPH (Unladen)

#### Some of the salient features of the TMS 855 are:

- Lifting power maxes out at 55 metric tonnes, at a radius of 3 metres.
- Long 5-section telescopic formed boom enables a maximum reach of 41.3 metres.
- The boom has a unique U-shaped cross-section that provides for a natural cradling position for boom sections.
- Free Slew ensures precise and easy positioning of the boom over the load.
- A 5-Point Outrigger System provides unmatched stability during over-360-degree duties in challenging terrain.

- Electronic Load Moment Indicator with an integrated audio-visual warning system guards against unwanted situations, such as a two-block condition & a Control Lever Lockout mechanism enables safe operations with load.
- A Pendant Limit Switch on the boom-head prevents over-hoist.
- Hydraulic relief valves protect pumps and structures from excessive pressure and hydraulic failure.
- Ergonomically designed operator cabin and joystick crane controls enable fatigue free operations.
- Maximum unladen road speed of 50 kmph with limited off-road mobility.



#### **SPOTLIGHT**

# TIL TALK



TIL's Foundation Day – rechristened as TIL Caring Day – was celebrated on the 22nd of July, 2016, across our branches and the corporate offices at Taratolla. Year 2016 marks the 72nd anniversary of our Company, celebrating a rich legacy of over seven decades – a rare feat in these times of endemic change.

True to tradition, TIL employees across the country paid homage to our shared core values and renewed the TIL pledge to remain dedicated to customer service and customer satisfaction. At the Taratolla HO, the day witnessed the usual mix of flag hoisting, cultural programs and an inspirational speech by Mr Sumit Mazumder, our Chairman & Managing Director. Acknowledging the fact that the Company, along with the rest of the Indian economy, has been seeing some tough times lately, and that a holistic economic recovery was yet to take place, Mr Mazumder cordially greeted all employees and expressed a lot of hope for the future of TIL.

"...Industrial recovery is yet to gain traction, but there is a fair amount of optimism on that front as well. It is expected that conditions will improve sooner, rather than later. Rest assured, our Company is adequately prepared to board the growth train, once it arrives... We have parted ways with the Caterpillar business, which TIL had been conducting for seven decades. The proceeds of the sale – as advised by our Board of Directors and approved by Shareholders – will not only infuse fresh liquidity into our Company, but will also help us leverage new growth opportunities. This change has given us more room to concentrate on our core strengths – which have always been in design and manufacturing... We have also started exporting, and international acceptance of our products has been very encouraging so far. Going forward, we plan to expand our export portfolio more aggressively. With Defence Production being opened up to the private sector, there will be plenty of new opportunities for us in the near future..."

Excerpts from the Foundation Day speech by Mr Sumit Mazumder, Chairman & Managing Director, TIL



Mr Mazumder's complete speech was read out at all TIL branches and the TIL flag unfurled with pride.





From Left to Right: Mr Shekhar Bhattacharya, Mr Sumit Mazumder, Dr T Mukherjee & Mr Aloke Banerjee



Ms Veena Hingarh and Mr Sumit Mazumder



Taratolla, Kolkata



Kharagpur



Sahibabad, Delhi



Mr Sumit Mazumder addresses the Company



Chennai



Kamarhatty

And, as a tribute to the spirit of Corporate Social Responsibility...

TIL Caring Day was also observed, with employees pooling their contributions towards the creation of a common fund. Double the collected amount was added to it from TIL's corporate funds and the expanded fund utilized for supporting the chosen social cause in all TIL locations. At Taratolla, we continued with our support to the Child In Need Institute (CINI), with whom we have been partnering an ongoing initiative to sponsor a coaching centre for twenty-five underprivileged children. The children and teachers accorded a warm reception to the TIL CSR team this year and presented them with a nicely orchestrated cultural program and beautiful handmade items. TIL also extended support to the Mukti Rehabilitation Centre towards the educational expenses of children suffering from substance abuse.

All other locations associated with local NGOs in extending a helping hand to needy children. Furniture, educational stationeries, food items, and other necessary items of daily use were gifted to special schools, charitable trusts and foundations. Kharagpur Works gifted water purifiers, educational stationeries and other items to the Lodha Chhatravas (Khemasuli) and Oasis Foundation (Sonamukhi). Sahibabad (Delhi) office tied up with the Saksham Special School, providing them with a water dispenser, special shoes, educational stationeries and other things. Chennai office gifted a washing machine, groceries and other items to the Ladder Charitable Trust. Mumbai office provided furniture and groceries to Snehasadan. Similar activities were undertaken in other branches as well.







Cultural program organized by children at a local club in Kolkata; TIL has been supporting the annual expenses for a coaching centre for these children for the last 3 years in partnership with CINI





TIL employees from Sahibabad, Delhi, at the Saksham Special School



Installation of Water Purifier at Oasis Foundation, Sonamukhi



Beneficiaries of the TIL-CINI program, Kolkata



Event organized by CINI, Kolkata



Oasis Foundation, Sonamukhi, Kharagpur



Lodha Chhatravas, Khemasuli, Kharagpur



Ladder Charitable Trust, Chennai

#### **Training to Achieve Greater Heights of Competence**

Training is serious business at TIL – a company that considers its people to be its greatest asset, and where emphasis has always been on capability development and sustainable performance through structured training programs.

The Capability Development Program from Material Handling Solutions (MHS) in 2016 has kicked off to a decent start to the calendar year, with a 2-day training program on TIL COLES

When it comes to hi-tech heavy engineering equipment, man and machine must be optimized in tandem to extract maximum productivity out of operations.

Cranes at **Electrosteel Castings** in Kolkata, starting February 15th. The course – covering areas like crane specification, safety, operations, load chart, load handling & load limiting factors, and maintenance of COLES Cranes – was expressly appreciated by the customer by way of a letter.

This was followed by a 3-day training workshop conducted by TIL on the premises of the **Barrackpore Air Force Station** (West Bengal). The workshop – attended by 21 Indian Air Force personnel – covered maintenance practices, safety precautions and operational aspects of TIL's 830M and AP418S cranes. The program has been very well received by the IAF participants, who have acknowledged TIL's efforts by way of a letter of appreciation from Wing Commander TR Padmaraj, the IAF Officer-in-Charge of the training initiative. A second such workshop was conducted at the Barrackpore base in July and a third one at the **IAF base at Palam** in May. These workshops are part of a wider contract executed between TIL and the IAF Headquarters, Delhi, for providing training on TIL cranes to IAF personnel at Air Force bases in West Bengal and the Delhi-NCR region.

Next, TIL conducted a training program for the operators and maintenance staff of **Singareni Collieries Company Limited**, at the latter's Ramagundam facility, on the familiarization, safe operational procedures, maintenance, circuitry, etc. of TIL Rough Terrain (RT) Cranes. Once again, the program was rated highly by the customer.



Classroom Training at Ambuja Cement

Other workshops include -

- Workshop on Crane Operation & Safety for Defensive Driving at the Pata (UP) works of GAIL (India) Limited
- Training Program on AL Product Familiarization at the Ashok Leyland Zonal Training Centre, Bhubaneshwar
- Operators' Training on PIXEF® 215 Crane at the Maratha Cement and Rabriyawas units of Ambuja Cement, in Chandrapur (Maharashtra) and Rabriyawas (Rajasthan) respectively



Participants posing with the PIXEF 215 at Ambuja Cement, Rabriyawas

Driven by TIL's unwavering customer-orientation, such programs have always been designed to encompass both employees and customers to create a more holistic environment for performance and growth. The training modules incorporate vocational, safety and technical issues, as well as, hands-on operational training on material handling equipment manufactured and distributed by TIL. The programs also aim to expose the participants to the industry best-practices in operations and maintenance for a more comprehensive learning. Training is imparted both in-house at the TIL Training Center, as well as at customers' sites, as per the latter's requirement.

Many kudos and best wishes to the MHS Training team for a useful initiative well executed.



Participants at GAIL, Pata

#### **Lateral Learning Program**

The Lateral Learning Program is a unique practice of TIL aimed at instilling the required knowledge, abilities and skills in the minds of the brewing young engineers of the manufacturing division, which forms the backbone of our organization. Bringing out the best in people and helping them reach their full potential, requires a systematic and lateral approach to identifying and developing skills and capabilities necessary to achieve strategic organizational objectives. The Lateral Learning Program (LLP) has been initiated by TIL precisely with this singular aim in mind.

LLP is generally meant for the junior engineers with less than 5 years of experience in the organization. One of the major objectives of this initiative is to enable participants to imbibe the essence of the product along with a wider perspective, in addition to enriching their knowledge, which in turn would help to ingrain a sense of purpose and ownership in the young aspirants. Since its inception in 2013,



Program in Session at the Kharagpur Works



EPS Team Members at the Session

LLP has grown manifold in just three years, with participants, managers and departmental heads having appreciated the program and lending their complete support to helping it grow further and develop competent engineers who would deliver consistently to achieve organizational goals.

This year, we have initiated the program for the Equipment & Project Solutions (EPS) group at Kharagpur with 9 young engineers onboard. The "context setting" session on LLP was kicked off on the 22nd of July, on the occasion of TIL's 72nd Foundation Day. The session was attended by the Mr Rathindra Nath Das, Mr Sandip Bhattacharya, departmental heads of Kharagpur, Mr Subhas Mitra and Mr Suddhasatya Majumdar of Knowledge Resource Management (KRM), TIL. The program is expected to continue till January 2017.

TIL's manufacturing facilities at Kamarhatty and Kharagpur have witnessed a flurry of activities and important visits over the last few months. Senior Management of TIL, along with others in the team, extended a warm welcome to the delegates.

To begin with, a team from Manitowoc came calling on Kamarhatty. It comprised of Mr Harley Smith, Director-Engineering, Crawler Crane (Manitowoc, USA) and Mr Michael Guo, Sr Manager-Engineering, Crawler Crane (Manitowoc, China).



Michael Guo and Harley Smith with the TIL team

In another visit, a delegation from Manitowoc Crane Group came to Kamarhatty for discussions pertaining to the development of Crawler Cranes by TIL. The delegates included Mr Harley Smith, Director-Engineering, Crawler Cranes (Manitowoc Crane Group, USA), Mr Michael Guo, Sr Manager Crawler Crane-Engineering (visiting Kamarhatty for the second time in six months), Design Engineers, Mr Ma Chun Yu, Mr Hou Jia, Mr Chang Hong Xing and Mr Shan Wei Yu.



Harley Smith, Michael Guo, Ma Chun Yu, Hou Jia, Chang Hong Xing and Shan Wei Yu with the TIL team

This was soon followed by a very senior-level team from Manitowoc Crane Group visiting the Kamarhatty factory. The team – led by Mr Aaron Ravenscroft, EVP – Mobile Cranes, Mr David Semple, VP-Sales– ME, and Mr Prem Naithani, Director, Sales & Crane Care, Crawler & Mobile Cranes (India & Sub-continent) – came for a discussion on the export possibility of TIL cranes, especially new models like the TMS 855, to Middle Eastern countries.



Aaron Ravenscroft and David Semple with the TIL team

Later, Mr Pieter Monsma, Mr Folkert van Kemseke of Hyster-Yale Group and Thomas Hansen of Danfoss visited the Kamarhatty factory for reviewing the progress made on the development of the prototype ReachStacker, Yard Master III, and the way forward. This new ReachStacker, currently in developmental stages, is a value-for-money proposition that is expected to perform well in the Indian market.



Pieter Monsma, Thomas Hansen and Folkert van Kemseke with Pinaki Niyogy

#### At the Kharagpur Works...

EMM Logistics & Leasing, a prospective customer of ReachStackers, visited the Kharagpur works, for a tour of the factory and a physical demonstration of the TIL Hyster ReachStacker on the factory testbed.



Visitors from EMM Logistics & Leasing, Tamil Nadu, with the TIL members



Heinrich Deklerk with the TIL team

Mr Heinrich Deklerk, Sales Director (Kirow Ardelt GmbH), visited the Kharagpur works for a discussion with TIL senior management to gauge the demand for cranes by the Indian Railways. Gainful exchange of ideas took place, which is expected to help chalk out a feasible roadmap for the future.

Mr Ali Khan, Mr Rick Patek and Mr Jeff Elliot from Astec Inc visited the Kharagpur works for a business meeting with our senior management team regarding the EPS product line.



Rick Patek, Ali Khan and Jeff Elliot with Pinaki Niyogy



Lucien Robroek at the Kharagpur Works

The Kharagpur factory hosted Mr Lucien Robroek, VP – Big Trucks, of the Hyster-Yale Group. The purpose of the visit was to showcase the Yard Master Prototype and finalize its planned completion by the TIL manufacturing team within the set timeline.

Mr Paul Smulders of Hyster-Yale Netherlands and Mr Subhash Kulhade of Hyster-Yale India visited the Kharagpur Works, along with Mr Sudipta Gangopadhyay to overview our manufacturing processes and conduct a discussion with the engineering team regarding the Finite Element Analysis (FEA) of Chassis and Boom.



Paul Smulders with the TIL team



CONCOR officials with the TIL team

A CONCOR-nominated team, comprising of senior officials, visited the Kharagpur plant for an inspection of ReachStackers to be delivered to Container Corporation of India Ltd (CONCOR) - a prestigious project for the manufacture and supply of 20 units of TIL-Hyster ReachStackers.

Next, Mr Kaka Ma and Mr Hou Jia from Manitowoc China visited the Kaharagpur Works.



Kaka Ma and Hou Jia with TIL members



Peter van der Aalst and R P Singh with the TIL team

Later, Mr Peter van der Aalst of the Hyster-Yale Group and Mr R P Singh, proprietor of M/s Lift & Shift, visited the Kharagpur Works for discussions with the senior management team.

Mr Tony Salgado, Sr VP – JAPIC and Mr Rajesh Wazarkar, Managing Director – India Operations, Hyster-Yale Lift Trucks India Pvt Ltd, came on a tour of the Kharagpur factory to gain an overview on TIL's infrastructure, operation and capability.



Tony Salgado and Rajesh Wazarkar with the TIL team



Aaron Ravenscroft and David Semple with the TIL team

A very senior-level delegation from Manitowoc Cranes came calling on the Kharagpur Works with a view to further strengthen our business relationship. The team comprised of Mr Aaron Ravenscroft, EVP – Mobile Cranes, and Mr David Semple, VP Sales – ME.

Dr Subhash Chandra Sati, OS & Director General – Naval Systems and Materials (NS & M), DRDO, Ministry of Defence, Government of India, paid an important strategic visit to the Kharagpur factory to discuss with Mr Pinaki Niyogy the development of ongoing and future TIL projects with the Ministry of Defence.



Subhash Chandra Sati with Pinaki Niyogy



Rajesh Wazarkar and Steve Fairbrass with Pinaki Niyogy and others

Mr Steve Fairbrass, Big Truck – Business Manager Asia Pacific, Hyster-Yale Group, and Mr Rajesh Wazarkar, Managing Director – India Operations, Hyster-Yale Lift Trucks India Pvt Ltd, visited the Kharagpur works, along with the senior team of TIL, to discuss details of domestic truck usage and current issues in the export of ReachStackers from TIL.

#### **Annual General Meeting**

TIL's 41st Annual General Meeting coincided with the Company's 72nd Foundation Day and was conducted at the Taratolla Head Office premises.





#### **Customer Meet at Mumbai**

TIL's Mumbai office organized a Customer Engagement Programme in June, 2016, at Uran, Navi Mumbai. Theoretical training on Basic Electricals & Hydraulics of the Hyster® C222 ReachStacker was provided to the participants, along with a presentation by Cummins on the QSM 11 Engine. This was followed by an interactive session.

#### At the Kharagpur Works...



### **Fire Safety Drill**

As a thoughtful nod to safety, a training session was organized by SAFE GUARD from Kolkata at the Kharagpur factory premises on the usage of various kinds of fire extinguishers. A mock fire drill was arranged for all the factory staff – including shop floor, security, canteen & housekeeping – to acquaint themselves with the basic usage of fire extinguishers and their operation in case of an emergency.









Listening is often an overlooked leadership tool.

In a world of instantaneous global connection, one of the most authentic modes of communication still is just listening to someone. But listening can be a challenging skill to master. How can you build your ability?

Listening is an overlooked tool that creates an environment of safety when done well. Several studies over the decades have estimated that we spend anywhere from a third to half our time listening. And yet we don't retain very

much. Back in 1957, researchers found that listeners only remembered about half of what they'd heard immediately after someone finished talking. There's no reason to think that ratio has improved since then.

We are highlighting here the three basic levels of listening:

**Internal listening** is focused on your own thoughts, worries and priorities, even as you pretend you're focusing on the other person. This type of listening can be easily illustrated with a simple prop - a tab or mobile phone. People laugh, not because it's funny, but because they recognize that this type of listening is what they often do themselves. At this level of listening

Level 3
Turied in
Atlantine
Empathic
Level 2
Selective katening
Divided attention

Level 1
Tuned out
Proteoring
Ignoring

they are actually listening to the sound of their own inner voice. They may hear the words of the other person, but they are primarily aware of their own opinions, stories, judgments - their own feelings, needs.

**Focused listening** is being able to focus on the other person, but you're still not connecting fully to them. The phone may be down and you may be nodding in agreement, but you may not be picking up on the small nuances the person is sharing.

**360 listening**. This is where the magic happens. You're not only listening to what the person is saying, but how they're saying it - and, even better, what they're not saying, like when they get energized about certain topics or when they pause and talk around others.

#### So how can we listen more? A few suggestions you can try:

Start by creating space in your day. Block off time in your calendar to reflect on a recent conversation and to prepare for the next one. When a colleague or employee asks for advice, make sure you understand the situation. Before answering, ask a question. Clarify what they really need. And give people your full attention. Look them in the eye. Put down your phone and close your laptop. Leaders who make time for uninterrupted face-to-face conversation find that it's one of their best management tools.

As with everything, there are always exceptions. But the truth of the matter is: even in a world of limitless, instantaneous, global connection, the most powerful mode of communication is that of two people listening.

Excerpt and adaptation from an article by Melissa Daimler who currently heads the Global Learning & Organizational Development team @Twitter

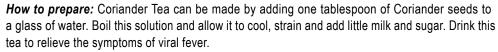


#### **HEALTH**

During the monsoon season, viral syndrome seems to abound – and the symptoms can cause a world of misery, from fever and cough to sore throat, nasal congestion, aches, and chills. While it is always advisable to consult a doctor, why don't you try a few natural remedies to deal with it? Apart from being safe and easily available (mostly present in your kitchen), natural remedies to treat viral fever are effective to relieve the symptoms associated with a viral fever -

#### **Coriander Tea**

Coriander seeds contain vitamins and phytonutrients which help boost your immune system. In addition to this, Coriander acts as an effective natural aid to combat a viral infection.





#### **Tulsi Leaves**

One of the most effective and widely used natural remedies to help relieve the symptoms of viral fever is Tulsi Leaves.

**How to prepare:** All you need to do is to boil around 20 fresh and clean Tulsi Leaves in one liter of water with half a spoon of clove powder. Allow the solution to boil till the water reduces to half. Drink this decoction every two hours.

#### **Dry Ginger Mixture**

Ginger is a powerhouse of health benefits and contains compounds that show anti-inflammatory, antioxidant and analgesic properties to ease the symptoms of viral fever.

**How to prepare:** Add two medium-sized pieces of Dry Ginger (soonth) in a cup of water and boil the mixture. Another method involves addition of Dry Ginger, turmeric (one teaspoon), black pepper powder (one teaspoon) and little amount of sugar to a cup of water and boiling the solution until its volume reduces to half. Drink this solution four times a day to relieve the symptoms of viral fever.

You can also try — Gargling with lukewarm water after adding a little salt in it to get relief from sore throat caused by viral fever. Try and eat light but healthy food. Soups are good during a fever. Eat plenty of fruit. Always avoid outside food when suffering from viral fever.



#### Fenugreek Water

A readily available ingredient in the kitchen, Fenugreek seeds contain various compounds that help reduce fever and other symptoms associated with viral infection.

**How to prepare:** Soak one tablespoon of Fenugreek seeds in a half cup of water overnight. In the morning, strain this solution and sip this drink at regular intervals to treat viral fever. You can also consume a mixture of Fenugreek seeds, lemon and honey in the morning for some relief.

**Garlic:** When it comes to fighting cold and fevers the natural way, there is probably no better medicine than Garlic. The best way to use Garlic for treating colds is to crush 5-6 cloves and consume it raw. But it can also be consumed mixed with a cup of yogurt.

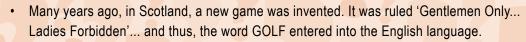
Garlic and Olive Oil: Both Olive Oil and Garlic are wonderful home remedies for fever. Crush two cloves of raw Garlic and mix them with two tablespoons of Olive Oil. Warm the mixture up a bit and apply it to the soles of your feet. After applying, cover each foot with a wrap overnight.

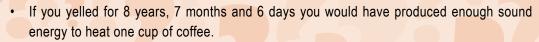
**Cinnamon:** The anti-bacterial and natural warming property of Cinnamon helps in treating sore throat, colds and cough. The best way to use Cinnamon is to mix one table spoon of honey with 1/2 table spoon of freshly ground Cinnamon and take it 2-3 times a day for 3 days.

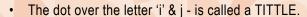
**Turmeric:** The compound "Curcumin" present in Turmeric works as a powerful anti-inflammatory agent that unblocks chest congestion and soothes cough. The best way to use Turmeric for treating cold is to consume 2 teaspoons of Turmeric powder mixed with a glass of warm water.

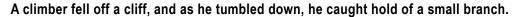
Disclaimer: These are only home remedies and must not be used in place of medical advice. Please visit you doctor if your symptoms persist. References: Khanna, Girija. All about herbal remedies. & D'Souza, Charmaine. Kitchen Clinic: Good Health Always With Charmaine.

#### **HUMOR & TRIVIA**









"Help! Is there anybody up there?" he shouted.

A majestic voice boomed through the gorge:

"I will help you, my son, but first you must have faith in me."

"Yes, yes, I trust you!" cried the man.

"Let go of the branch," boomed the voice.

There was a long pause, and the man shouted up again, "Is there anybody ELSE up there?"

#### In a small town in the US, there is a rather sizable factory that hires only married men.

Concerned about this, a local woman called on the manager and asked him, "Why is it you limit your employees to married men?

Is it because you think women are weak, dumb, cantankerous... or what?"

"Not at all, Ma'am," the manager replied.

"It is because our employees are used to obeying orders, are accustomed to being shoved around, know how to keep their mouths shut and don't pout when I yell at them."





#### An employee goes to see his supervisor in the front office.

"Boss," he says, "we're doing some heavy house-cleaning at home tomorrow, and my wife needs me to help with the attic and the garage, moving and hauling stuff."

"We're short-handed," the boss replies. "I can't give you the day off."

"Thanks, boss," says the employee "I knew I could count on you!"



