

# New Euro V trucks for Fahrenheit Freight Forwarders Co. Ltd



Now entering its 20th year of operation, Fahrenheit Freight Forwarders Co. Ltd. continued with its structured plan to replace old trucks while adding to the fleet, keeping abreast with the latest technology and lowest CO2 emissions. With the latest addition of these four Iveco tractor trucks, Fahrenheit boasts one of the largest and most modern fleet on the island, with more than 60 vehicles used for transport and delivery.

These new Euro V tractor units, will also reduce fuel consumption and maintenance costs. The company management team is enthused over these savings which can translate themselves into better prices to clients and increased investment in human resource training. In conjunction with this investment, the management team is putting great emphasis on continuous service improvement, work efficiencies and team work within the various company departments, putting customer satisfaction as a top priority.



Keeping in Touch is the monthly newsletter of Famalco Group.



# HR UPDATES

## Birthdays in October



Tsanev Tsanko Dimov - 1st  
 Marco Galea - 4th  
 Wayne Fenech - 7th  
 Ryan Zammit - 10th  
 Katya Catania - 15th  
 Giovanni Benedetto - 20th  
 Melvin Pellicano - 23rd  
 Stefanov Stefan Ivanov - 24th  
 Mathieu Cilia - 30th

## PROBLEM SOLVING

### Barriers:

- Rely too much on past solutions
- Considering only solutions one is most comfortable with
- May get impatient and jump to conclusions too soon
- Get emotional, disorganised and perfectionist

### TIPS:

#### Define the problem

Determine the problem to solve the right problem. What causes it? Ask why, and lots of questions to understand better the situation and increase the chance of solutions.

#### Results oriented

Show patience; do not jump to conclusions at your first attempt. Studies have shown that on average, the 2nd or 3rd generated solution is the best. Think of three solutions before you select one.

#### Prevent one-size fits all solutions

Some people have unique solutions to most situations and assume what the problem is. Assumptions and opinions are not necessarily facts.

#### Involve others

Even if you think you have the right solution, ask others for feedback. This will help you increase your understanding of the problem.

#### Balance perfection with action

Try to decrease too much perfectionism by time; target for a balance between thinking it through and taking action. Sometimes, you may be requesting too much data.

#### Break it down

Sometimes the key to bigger problems is to break them into pieces in order to take smaller decisions and solve them one at a time. It generally helps if you map the problem.

#### New Approaches

Imagine different scenarios to indicate how and where the system will break down; sleep on it or take a break, most breakthroughs come when we're not thinking about it.

## QUOTE OF THE MONTH

The measure of success is not whether you have a tough problem to deal with, but whether it is the same problem you had last year."

*John Foster Dulles  
Former Secretary of State*

## Recruits in September



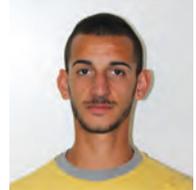
**Mallia Philip**  
Accountant



**Dunkic Francesca**  
Credit Controller



**Carabott Jennifer**  
Shipping & Documentation Clerk



**Fenech Wayne**  
Yard Labourer



**Muscat Christian**  
Apprentice - Mechanic



**Borg Dylan**  
Sprayer / Panel Beater



**Demicoli Ryan**  
Yard Labourer

## Congratulations

to **Chantelle Vella** who tied the knot with her better half **Thomas Frenedo** on 9th September. Good luck from all of us at Famalco Group.



## Congratulations

to **Edin Mujic** and his wife **Sarah** who became the proud parents of baby **Rylan**.



## HOG Malta Chapter roasts the hog

On 31 August, Harley-Davidson owners of Malta and Gozo treated themselves to an evening of riding and eating. The local Chapter started the ride from Harley-Davidson Malta showroom, proceeding all the way to Gozo. After a short stop in Dwejra, the pack settled in Qala square, where family and friends enjoyed a sumptuous yet informal banquet dinner under the night skies that only Maltese summers can offer.



At Dwejra

## Vendemmia at Fra Brettel

Hard work and dedicaton pay off – and this cannot be more true to this year’s grape harvest at Fra Brettel Estates.

After a long process and meticulous attention to keep the vines healthy, Joseph, our Estate Manager together with a couple of dozen helping hands oversaw the harvesting process of 26 tumoli of grapevines which lasted approximately 10 days between 7:00am till 7:30pm every day.

2,220 crates of grapes (38,685Kgs of weight) were transported by Fahrenheit Freight Forwarders Co. Ltd to the customer for processing. We might not be sommeliers, but next time we are enjoying some fine local wine, there’s a probability that it could have been sourced from grapes grown in our own estates!

Cheers!



## Tropy bananas in Malta

Fruitland Co. Ltd is importing a new banana brand ‘Tropy’ of C.I. Uniban S.A. from Colombia. Bananas from Colombia are very much in demand from consumers as they are sweeter in taste and more convenient for families due to the number of fingers in each cluster. C.I. Uniban S.A. is the leading Colombian exporter of bananas and its relationship with Fruitland goes back 20 years.

Fruitland currently imports almost weekly shipments which are transited in the Port of Genoa, after a relatively short trip of 10 days on banana special reefer ships directly from Colombia. The cargo is palletised to avoid double handling and optimise quality. Moreover the fruit is Banavac sealed to extend shelf life and maintain its natural freshness by interrupting the banana’s respiration process leaving it as harvested and unable to ripen, so extending storage life.



### Some interesting trivia:

Banana is Malta’s most consumed imported fruit whilst also being the 5th highest world traded edible commodity.

Banana is the 4th alimentary product of first necessity in the world, especially in Africa, the Caribbean, Central and South America, and in south-eastern Asia; it is rich in carbohydrates and contains little fat. It helps provide essential vitamins such as vitamin C, B6, B1, and B2. It also contains great quantities of potassium and magnesium. The levels of sodium are low.

Among the properties of the banana are that it helps neutralize, dissolve, and eliminate acids retained in the body, such as uric, phosphoric, and sulfuric acid which give way to arthritic and rheumatic diseases, gout, sciatica, ulcers, kidney stones, etc.

## Fapi Motors Ltd to attend EICMA in Milan

Officials from Fapi Motors Ltd, official authorised dealers for world renowned motorcycle brands KTM and Harley-Davidson, have been invited to attend to EICMA -the 71st International Motorcycle Exhibition in Milan, between the 5th and 6th November.

Apart from discussing plans and new bike launches with the responsible persons, representatives of Fapi Motors will attend exclusive new product unveilings namely the production version of the KTM 1290 Superduke R and KTM RC390, the latter being the first full-fairing bike in the Duke naked street bike family, with the other ‘Dukes’ expected to follow suit. More updates and new developments from KTM Malta will follow after the event.



KTM RC390



KTM 1290 Superduke R

# From the Famalco Family... JOSIANNE GALEA

**Age:** 39

**Status:** Married.

**I joined Famalco Group** in 2005.

**My first job** was as a shipping executive, Sea Malta Co. Ltd.

**My dream job** is as an air hostess.

**The best part of my job is** whenever I manage to obtain new clients / new business to our company.

**The worst part of my job is** short shipments of goods due to Malta especially when it happens to be a new client.

**My most memorable experience is** when I had my two adorable kids Luke and Lara.

**My Ultimate Dream** is to win the lottery and become rich.

**My favourite actress/actor are** Kate Winslet & Leonardo di Caprio in the film Titanic.

**In my free time** I don't have any!!



**I love** swimming and shopping.

**I am happy when** my kids achieve good results at school.

**My favourite food is** chicken pasta.

**My favourite cartoon characters as a child were** the Smurfs.

**Something not many people know about me is** that I am sensitive.



## COMPETITION

## WIN



Although we all form part of the Famalco Group, how much do we know about our organisation? Our target is to use the competition as a tool to learn more about us including the Group in general, the subsidiary companies and the brands we are entrusted with. Let's see how much you know. Answer the following three questions...

1 The brand name FAMALCO is an acronym. What does the name stand for?

**A:** Family Mallia Company **B:** Freight Amalgamation Company **C:** Fruit, Accessories, Motoring And Loading Company

2 In which city is the Harley-Davidson head office located?

**A:** Chicago **B:** Milwaukee **C:** San Francisco

3 In which Austrian town KTM is based?

**A:** Mattighofen **B:** Wels **C:** Salzburg

Last month's winner was **Anabel Gauci**, who correctly identified Noel Ambrogio as the child in the photo.

Send your replies to:  
[kevin@focusedknowledge.com.mt](mailto:kevin@focusedknowledge.com.mt)  
by October 25th for a chance to win!