



## Divine Blessings Empowering Business.



### INTERNATIONAL FOOTPRINT



Mr Vinod Vaswani

Born and brought up in Delhi, Mr Vinod Vaswani left for Nigeria in 1982 after completing his graduation in the commerce stream from Bhagat Singh College. He has

remained in Nigeria ever since.

#### On life and business in Nigeria

My father was in Nigeria for over ten years before he passed away. I had gone to Nigeria on a holiday to meet him and my mother in 1982, and it was during this trip that he passed away. By this time we had developed roots in Africa and had several family members and relatives there, including my sister and brother-in-law. As soon as I was in Nigeria, I took my first job and continued with over three different jobs



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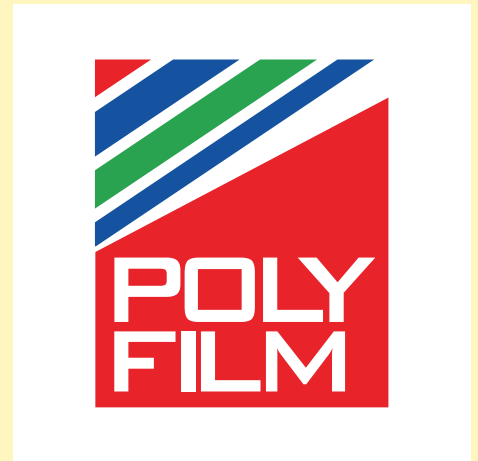
over the next fifteen years. It was only afterwards that I started my own business. Basically, I specialize in plastics polymers: trading, indenting and now manufacturing. We are into wholesale trading and source our container loads from all corners of the globe. Three years ago I started Polyfilm Packaging Nigeria Ltd. my manufacturing unit of flexible plastic packaging.

Though earlier it was the case that doing business in Nigeria was easy because the local population was not "savvy" enough, the scenario since the last ten years is anything but that. Today, the equation has changed in Nigeria. The local population is very smart and enterprising. You may be surprised to learn that some of the Nigerian banks – which are amongst the top rated in the world – are run entirely by Nigerians without any Indians and other foreigners. There are several industries and businesses in Nigeria that are very successful and that are managed 100% by the local population.

The fact is that life in Nigeria, for the Indians here, has got under their skin and most of us here may never settle down back in India.

Perhaps it was his simplicity or the fact that he was transparent and affable, the fact is that on the spot I invited him to inspect my upcoming plant in Africa.

It took Dr Rao all of six months to make up his mind and visit me. During this period I came to Ahmedabad and must have called Dr Rao several times from Africa as well. Finally I gave him an ultimatum; I told him that I was halting all construction work till he came.



We are now set into the tenor of life here. Speaking for myself, I can never think of coming back to India and re-starting my life and business because I will be a total misfit here. As compared to thirty years of my experience in Nigeria my Indian experience is zero. The social life, the friends I have, my relatives and business circle are all here and at my or that matter even my wife's age now I will be unable to build afresh all these things again in India. For better or for worse we are settled here. I work Monday through Saturday. Sundays are for social activity and visits to the local temple. Every Sunday –



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**But the truth is that Vaastu is a powerful science and it really works. It doesn't matter if you cannot achieve 100% Vaastu, you can start off with 30-40 per cent and then gradually move up the ladder. There are other things, too, that will chip in as you move ahead. Your hard work, the grace of your parents the benediction of your gurus all matter in life. When everything – Vaastu included – is put together you see the results in your life.**

without fail – we go to the temple. We celebrate the Hindu festivals and attend all the religious functions.

### On how he was introduced to Vaastu and to Dr Rao

It was of Mr Yogeshbhai Agarwal's nephew Hans Agarwal, a friend of mine in Ahmedabad who introduced me to Dr Ravi Rao. It was my first ever trip to Ahmedabad and I was having breakfast at Hans Agarwal's home when he told me that he was fixing my appointment with Dr Rao. When I suggested that I meet Dr Rao on my next trip to Ahmedabad, Hans insisted that I met Dr Rao on that day itself.

We were just about starting my new manufacturing unit Polyfilm Packaging and as I sat in Dr Rao's office explaining my plans to him I developed an immediate liking for him and rock solid respect for his Vaastu



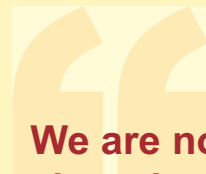
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abilities. I had not had such positive vibes for years. Perhaps it was his simplicity or the fact that he was transparent and affable, the fact is that on the spot I invited him to inspect my upcoming plant in Africa.

It took Dr Rao all of six months to make up his mind and visit me. During this period I came to Ahmedabad and must have called Dr Rao several times from Africa as well. Finally I gave him an ultimatum; I told him that I was halting all construction work till he came.

By the time Dr Rao visited us we had constructed a small shed in our factory. After inspecting the premises he gave me a small list of to-do changes that were more in the nature of small friendly tips. I was lucky that no major construction was done so we were able to follow his instructions. There was some dismantling of walls involved and I must admit that before going ahead with it I did worry about the costs. When I shared my worries with Dr Rao he told me not to worry. He assured me that the expenses would be

more than compensated later. Anyway because of my faith in him I went ahead despite my worries about costs. To make the story short we followed all of Dr Rao's guidelines without any compromise. In fact, on his advice we eventually vacated our home and went to another that had his approval.



**We are now cautious about how we deal with land and the way we go about with the constructions. As a strict policy we wait for Dr Rao's opinion before moving ahead, even if it involves – as it did initially – a delay. We follow Vaastu and have accepted it as not as an option but as a high priority policy constraint.**



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It is not as if I was new to Vaastu and was aware about the basics through family and friends. In fact many Vaastu consultants visiting Africa had contacted us but we had remained aloof to the subject.

But the truth is that Vaastu is a powerful science and it really works. It doesn't matter if you cannot achieve 100% Vaastu, you can start off with 30-40 per cent and then gradually move up the ladder. There are other things, too, that will chip in as you move ahead. Your hard work, the grace of your parents, the benediction of your gurus, all matter in life. When everything – Vaastu included – is put together you see the results in your life.

We have implemented Vaastu only since the last three years. It is not as if prior to Vaastu we were not living happily or not doing well. Yes, we had our ups and downs but we were managing. What has happened after the Vaastu implementation is that our comfort levels have dramatically improved. We are now cautious about how we deal with land and the way we go about with the construction. As a strict policy, we wait for Dr Rao's opinion before moving ahead, even if it involves – as it did initially – a delay. We follow Vaastu and have accepted it not as an option but as a high priority policy constraint.

### Conclusion

I believe in blessings and blessings have worked for me. I consider my life to be a product of blessings, be they from my parents, my grandparents or my guruji. For

me, Vaastu too is a blessing. In fact the circumstances leading my meeting Dr Rao are nothing less than a blessing by God or my guru. I had never been to Ahmedabad in my life and my very first visit here I met Yogeshbhai and Hans and they led me to Dr Rao. This whole string of coincidences could have only been offered by some benefactor of mine. I will not speak on behalf of others but Vaastu has definitely worked for me; I can close my eyes and recommend it to anybody.

I have a guru living in India in whom I have utmost faith and respect. Though I don't speak to him on a day to day basis his guidance is my strength and I know that I carry his blessings with me where ever I may be. ■