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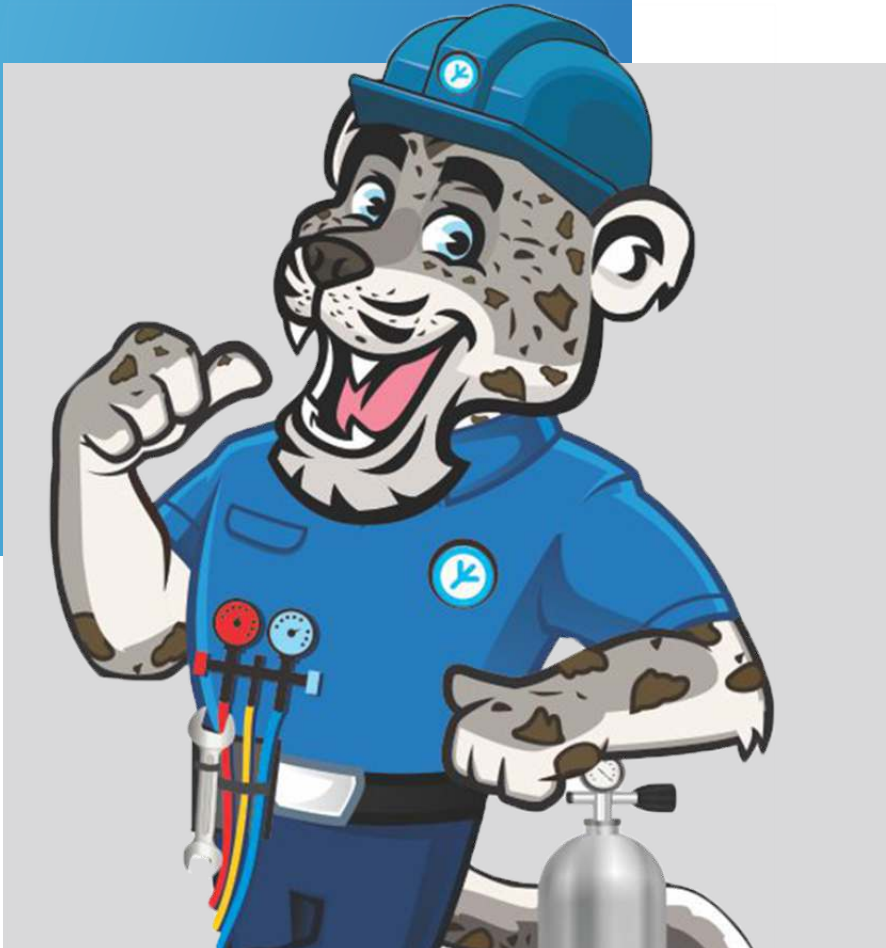
Issue 75

(For Private Circulation Only)



RATA™ Since 1949

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Rata Newsletter

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Message from National President



Ajit Panicker
National President

Dear Members

Over the last one year The Refrigeration and Airconditioning Trades Association - RATA has scaled at a pace like never before with 13 regional committees . There has never been an opportunity to bring together all micro small and medium sized businesses in the field of HVACnR . In the entire value chain of the HVACnR industry the MSMEs of the industry are the growth engine both as suppliers to large OEMs or as channel partners to these OEMs. The MSMEs are the largest employers in the industry offering opportunity to the highly skilled , semi skilled and unskilled workforce of the country . RATA is evolving as the Voice of the MSME in the HVAC&R industry . We believe this will help create an active ecosystem that will help grow entrepreneurship in the industry in partnership with the government.

Our Top Six RRC (RATA Regional Committee) across India

Mumbai committee has the largest number of membership at RATA. Some of the key activities that the committee has put together are:-

Vyappar Samellan a members only online meeting connecting members to find new customers and suppliers across India.

The Mumbai Committee has played an active role in interacting with The Federation of Association of Maharashtra and Indian Merchant Chambers to reach out to the Maharashtra Chief Minister to explain the difficulties the industry would face if a harsh and strict lockdown is implemented.

A special meeting was called jointly with the Pune committee which had over 25 members across Maharashtra who logged in to discuss and strategies on how to handle the business during lockdown.

Mumbai RRC



Mr Mihir Sanghavi
President

Ahmedabad committee has been actively doing programs and has been the fastest to grow their membership

Chai Pe Charcha is a members only programme that helps members come online and discuss burning issues in the trade including issues like those of payment defaults.

Ahmedabad committee has done very educative programs like Tally Training, Technology for Business training, Labour laws and MSME events

The programme on differentiate between original and spurious refrigerants has had a tremendous viewership among our trade

Ahmedabad RRC



Mr Urvish Shah
President

Youngsters have been the driving force for the Bangalore committee

Bangalore committee has made representations to the karnataka government on challenges faced by the trade due to the complexities in GST

Understanding the tendering process has helped members in navigating the complexities in tenders of Govt and private enterprises

The latest event on Financial Planning focussed on how business owners should plan for their alternative incomes other than those from their Business

Bangalore RRC



Mr Subramaniam
President

Indore RRC

A consistent committee that has remained engaged through the pandemic by conducting various offline programs.

The Indore committee has been actively pursuing the MP govt in bringing to their notice the high GST of 28% on airconditioning products and the challenges faced by the industry



Mr Manmohan Singh
President

Vadodara RRC

The Vadodara committee has been actively helping members with programs on Internet Security , Doing business on Facebook , Insurance PF & ESIC . Their wellness program on Life is beautiful has had maximum viewership within our trade .



Mr Nilesh Patel
President

Pune RRC

The Pune committee has played a leading role in engaging with the Mayor and the Collector of the city to explain the challenges faced by the trade in case of a harsh implementation of the lockdown . Their three part series on Soft skills has been widely used by members to train their staff and their programme on How to make the Commercials for VRF has had a huge viewership among our trade .



Mr Dilip Jha
President



Mr Sachin Maheshwari from Delhi RRC has put together a group of exclusive manufacturers in the HVACnR trade and various programmes and engagements specific to the group is being planned in years to come.

RATA members who are manufacturers please write to rata office and you can be added to the various discussion groups.

RATA Exclusive Manufacturers Group

Mr Sachin Maheshwari

RATA reaches out to the Government

One of the foremost assignments at RATA is to reach out to the government, every Regional Committee is reaching out to the state government while the national committee is reaching out to the central government in explaining the challenges in High GST, confusions on GST rates. Every attempt is being made to engage with the Finance Ministry and the Commerce ministry to escalate the taxation challenges faced by our Industry

RATA reaches out to other Trade associations

Over the last few months we have been engaging with other trade associations from other industries to learn and collaborate with business owners to understand new opportunities and challenges and reach out to the government collectively. We have currently activated the following relationships

Mumbai RRC with Federation of Association of Maharashtra and Indian Merchant Chamber
Pune RRC with Maratha Chamber of Commerce
Ahmedabad RRC with Gujarat Chamber of Commerce and Industries
Bangalore RRC with Federation of Karnataka Chamber of Commerce and Industries
Surat RRC with the South Gujarat Chamber of Commerce and Industries
Delhi RRC with Assocham

The National Committee is in touch with RAMA – Refrigeration and Airconditioning Manufacturers Association, engaging with them on various fronts to collaborate together to help the industry grow.

How our members benefited over the last six months

Various members exclusive networking programs like Chai Pe Charcha, Members Meet up and Vyappar Samelan helped grow their business and exchange knowledge with other members across India.

Reliance Industries reached out to RATA to connect with members for building vaccination distribution cold rooms across India. Over 40 members were connected to the company.

RAMA reached out to RATA to connect with potential component manufacturers, over 45 member companies were connected with RAMA to explore business opportunities

Carrier India reached out to RATA to connect with members to source manufacturers of specific components. Over 35 member companies were connected to them to explore business opportunities.

Building our Community

For an Association to be heard its important to have members, though we reach out to over 6000 MSME in the HVACn&R Industry our plan is to have at least 2000 companies as our members across India. As a member you have experienced the benefits and collective commitment at RATA. **If each of you could reach and enroll atleast one new member every month we could truly become the Voice of the HVACn&R in our trade.**

You can reach out to our various committee members, their details are on our website www.rataindia.com. You could also visit the events section on our website and view all our previous online events. In case of any assistance please contact RATA back office at Ms Savita cell number +91 77387 48885 email admin@rataindia.com / Ms Vishaka cell number +91 77387 45000 email info@rataindia.com