

# August 2021

Issue 78

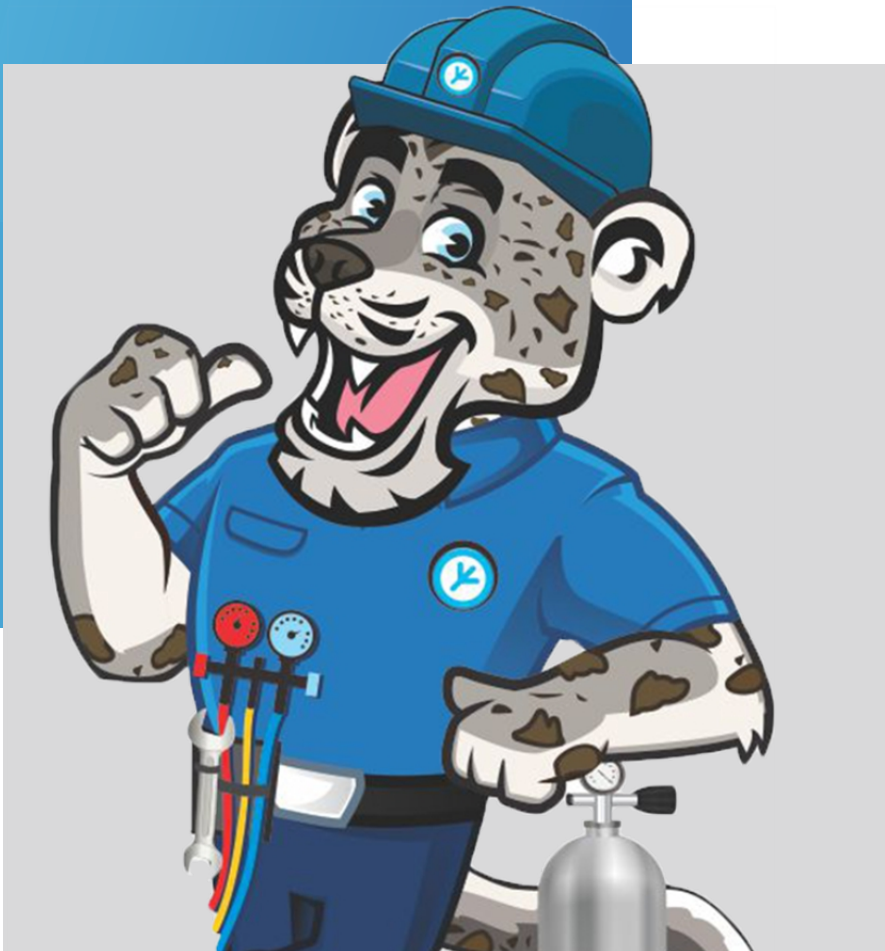
(For Private Circulation Only)



## RATA<sup>TM</sup>

Since 1949

The Refrigeration & Air Conditioning Trades Association Ltd.  
110, Unique Industrial Estate, 1 st Floor Bombay Dyeing Compound,  
Off Veer Savarkar Marg, Prabhadevi, Mumbai 400 025  
Tel : 022 24381140 Email : info@rataindia.com  
Website : www.rataindia.com



# Rata Newsletter

**Ms Savita** Cell No: +91 77387 48885 E-mail: admin@rataindia.com

**Ms Vishaka** Cell No: +91 77387 45000 E-mail: info@rataindia.com

# Message from National President



**Ajit Panicker**  
National President

Dear Members

With the lockdown easing out most of us have got back to work and have been busy with the business , However I want to thank all our Regional Committee and Action Committee members who have ensured the RATA activities have not taken a back seat and the enthusiasm to build our membership have continued across India. This month we held three events with EESL - Govt of India on the focus of HCFC phaseout. The event was focussed on our members from Rajasthan , Orissa and the City of Lucknow. We have made a formal representation to the Finance Ministry with the help of our attorneys on the need to revise GST rate from the current 28% to 18%. A clarification has also been requested from the ministry on the tax applicability in cases of SITC work for HVAC. This has been an issue of concern for all the contracting, sales and dealers of our industry. We shall keep you posted on the progress of the same as we continue to engage with the government authorities.

The 72nd RATA Annual General meeting is scheduled for 28th September and the last years audited financials report has been circulated. Should any of the members need any further information please feel free to contact the RATA office for the same.

We have close to 25 days before our AGM and we aspire to be a 1000 companies membership before the AGM. We can achieve Mission 1000 ,if every member can recommend at least one new member to the association. The larger the representation of our trade the greater is the voice of our MSME in the HVACnR Trade will be heard.

# INDEPENDENCE DAY

## 15TH AUG



**RATA** THE REFRIGERATION & AIR CONDITIONING TRADES ASSOCIATION

**Godrej** APPLIANCES SOCH KE BANAYA HAI

**POWERING TOMORROW. TODAY.**

Since 2012, Godrej Appliances has set benchmarks in efficient, eco-friendly air conditioners. It's the brand that has supported the cause in the usage of the World's Greenest R290 Refrigerant.

Taking significant steps towards a sustainable future, Godrej Appliances has prototyped a futuristic air conditioning solution that will have five times less impact and up to 80% more power savings. This green journey helped Godrej Appliances fortify its position in the top 4 finalists at the prestigious Global Cooling Prize.

Join us on an exclusive conversation on our journey at the prestigious Global Cooling Prize.

**IN CONVERSATION WITH**

**Mr. SUHAS KULKARNI**  
Head of R&D,  
Godrej Appliances

**Mr. SANTOSH SALIAN**  
Product Group Head,  
Air Conditioners,  
Godrej Appliances

**Mr. AJIT PANICKER**  
National President,  
RATA

15<sup>th</sup> August 2021 | 11:00am

**facebook** Watch it LIVE on **YouTube**

RATA India Page [www.tiktok.com/@godrejappliances](https://www.tiktok.com/@godrejappliances)

**RATA** held an online event with Godrej on Independence day to share their journey in innovation and being among the finalists in the Global Cooling prize . This event had a tremendous response among the trade with over 250+ live viewers and over 1000+ people from the trade who has viewed the event later . This event has also helped RATA reach the remote corners of the country and engage with smaller dealers in smaller cities .

## VYAPAR SAMELLAN



**RATA** THE REFRIGERATION & AIR CONDITIONING TRADES ASSOCIATION

presents

★ ONLY FOR RATA MEMBERS ★

**VYAPAAR SANMELAN**

**MILO MILAO, VYAPAAR BADHAO!**

Opportunity to show your business activities and do business among the trade members!

- What do you sell or want to sell?
- What do you source or want to source?

You are invited to a Zoom meeting.

Please register in advance for this webinar:  
[https://us02web.zoom.us/join/tZqcOyOrTgvHdwdPK6I7cc33xOzG5dP8I\\_c](https://us02web.zoom.us/join/tZqcOyOrTgvHdwdPK6I7cc33xOzG5dP8I_c)

**Friday 20th Aug, 2021, 04:30 PM onwards**

After registering, you will receive a confirmation email containing information about joining the meeting.

**RATA** Vyapar Samellan is now being held as a national event for the next three months , after which once the event format is standardised it will be held as regional members only events every month , with each RRC holding the event for a specific month .

# INFORMATIVE SESSIONS BY VARIOUS RRC

RRC DELHI

## Trade Credit Insurance

**RATA**  
THE REPRESENTATION & AIR CONDITIONING TRADERS ASSOCIATION  
DELHI

Presents

**TECH MASTERCLASS**

**TRADE CREDIT INSURANCE**  
(Lifeline of Running a Successful Business)

**Mr. Keval Rathod**  
(Vice President)  
Origin Insurance  
Brokers India Pvt Ltd

**Ms. Kanchan Gandhi**  
(Sr. Manager)  
Origin Insurance  
Brokers India Pvt Ltd.

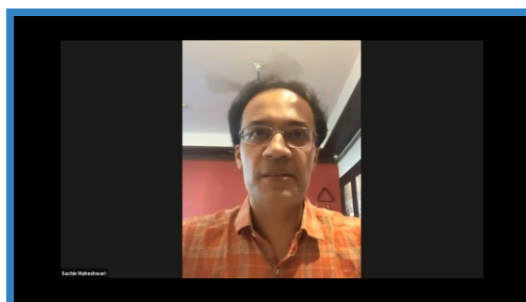
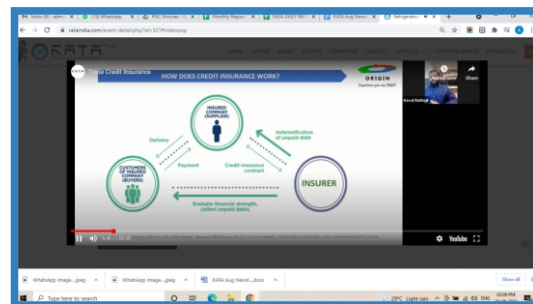
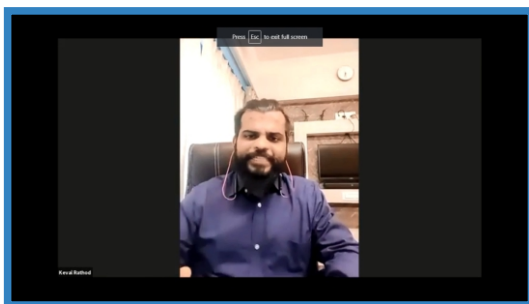
**Points of Discussion**

- Need of Trade Credit Insurance in present Business time
- Coverage under Trade Credit Insurance
- Benefit of Trade Credit Insurance
- Who provides Trade Credit Insurance in India
- Claim Process
- Role of Origin (pre inception, post inception and claim advisory)

**Date:- 04th August 2021, wednesday, 5.30PM**

**Registration Mandatory**

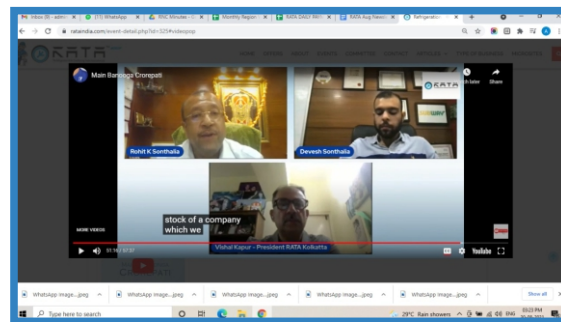
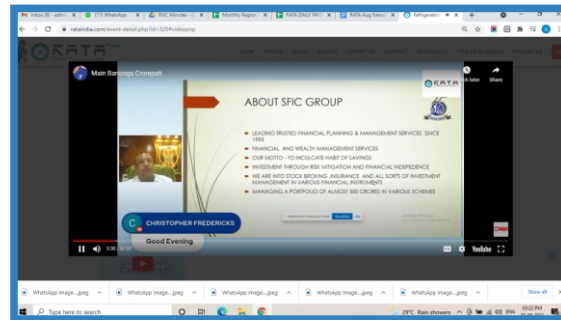
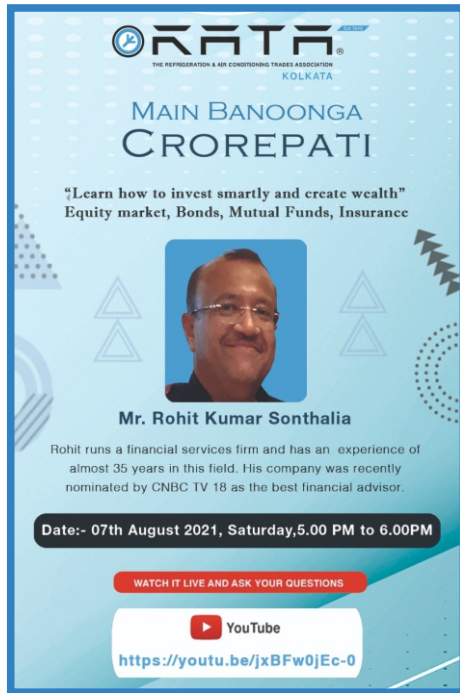
**zoom** - <https://us02web.zoom.us/join/zoom/register/1Zlqce6upjouHVIIE...9-dFDPP1Jck3191L>



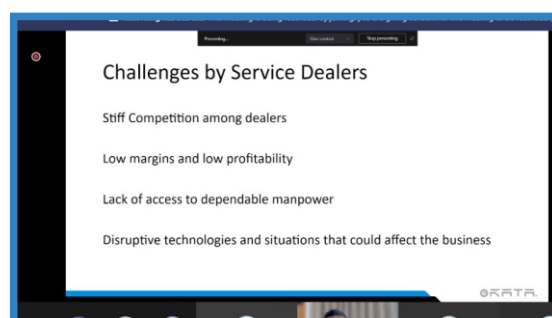
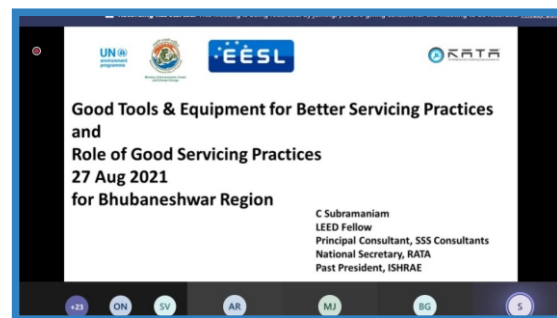


## Main Banooga Crorepatti

A session on wealth management which every entrepreneur needs to stay focussed on beyond running a business .



## HCFC PHASE OUT EVENT IN PARTNERSHIP WITH EESL-BHUBANESWAR



supported by  
**RATA** THE REFRIGERATION & AIR CONDITIONING TRADE ASSOCIATION BANGALORE  
**ISHRAE** Bangalore Chapter

presents

## ONLINE WEBINAR

Opportunities for traders and contractors in Refrigeration and Airconditioning

Join our online webinar being conducted by **Mr M Krishna Prasad** and we discuss various opportunities available for traders and contractors in "Refrigeration & Airconditioning industry".



**Mr M Krishna Prasad**  
B.E., M.B.A

Mr M Krishna Prasad is a first generation entrepreneur, a qualified engineer and management graduate running the refrigeration and airconditioning parts trade company M/S Fridge House, Bengaluru since its inception in 1986. He is a member of dealer advisory committee of Emerson climate technologies [india] pvt ltd. He is instrumental in his company winning many sales performance awards at regional and national level consistently from M/S Emerson climate technologies [india] pvt ltd and other principal companies.

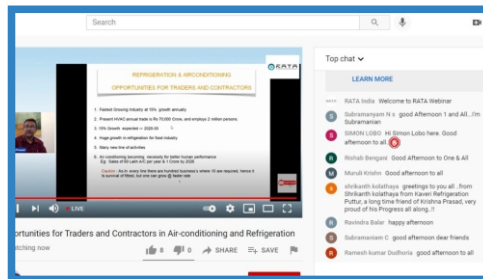
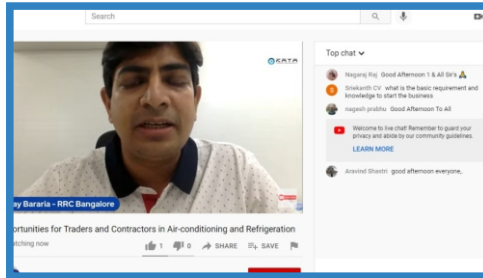
**Date:- 7th August 2021, Time 3.00PM TO 4:00PM.**

WATCH IT LIVE AND ASK YOUR QUESTIONS

YouTube: <https://youtu.be/enlIFPvz3EQ>

# RRC BANGALORE

Opportunities available to traders and contractors to diversify and grow their business



# MENTAL AND PHYSICAL WELL BEING THROUGH YOGA

supported by  
**RATA** THE REFRIGERATION & AIR CONDITIONING TRADE ASSOCIATION BANGALORE  
**ISHRAE** Bangalore Chapter

24<sup>th</sup> August 2021  
4 pm - 5 pm

## Stress Relief through Yoga

Join our online demo yoga webinar being conducted by Yoga gurus **Dr. Praveena Gopalakrishna** and **Mr. Samhith Kunjathaya**.

**Dr. Praveena Gopalakrishna**

- Diploma in yoga, Hypnotherapy and past life regression therapy.
- Founder of Akshobya foundation and teaching yoga for past 25 years.
- Jury for national and international yoga competitions and won many national and international awards.

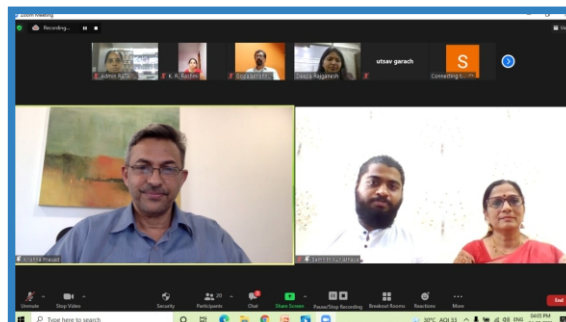
**Mr. Samhith Kunjathaya**

- MPhil, PhD and yoga instructor course from Svyasa institute.
- Yoga therapist, Spiritual master, Philosopher & Hypno Therapist
- Has been teaching Yoga and Meditation for past many years.

Watch it live on Zoom webinar and ask your questions

Join using Zoom Meeting Link: <https://us02web.zoom.us/join/zoom/register/tZUuc-GrrDkiGtHuy2MQV42AWDQM5zp4M>

RSVP: Mrs. Savita +91738748885, Mrs. Vishakha +91738745000



# RRC HYDERABAD

evenue is Vanity,  
rofit is Sanity but  
ASH FLOW IS KING

Program for RATA Members

**Understand the Importance of Financial Management for Success of Business**

**Mr. Yogesh Thakkar**  
Founder & President, YOGI Engineers  
Mr. Yogesh Thakkar is a Mechanical Engineer & MBA by education, founder of YOGI ENGINEERS- Author, Sales & Service Dealers for CARRIER-TOSHIBA Air Conditioners. He commenced his career as Branch Manager with Inders Lynd (1989-1994) before starting Yogi Engineers (1994- Till Date). One of the top performing Carrier dealers across India with over 27 years of experience and a very successful business.

Member - ISHRAE since 1994, Member - ASHRAE since 2002, IIID Ahmedabad chapter, Member - IGBC (Green Building Council), Member - Rotary Club, Member - FSAI (Fire & Security Association of India)

**Tuesday, August 17<sup>th</sup> 2021, 6 pm - 7 pm**

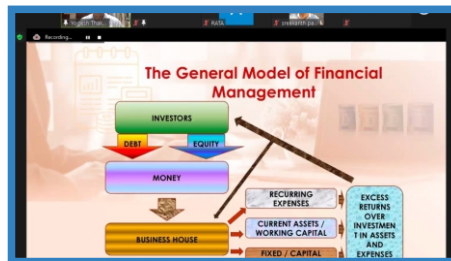
Join using Zoom Meeting Link: <https://us02web.zoom.us/j/8445555555>

RSVP: Mrs. Savita +917738748885, Mrs. Vishakha +917738745000

The event on importance of financial Management for the business enlightens on critical aspects of finances you need to keep track off while running an HVAC business

**Financial management**

- Good finance management is **COMMON SENSE**.
- Create an organization which is financially intelligent and inclusive.
- No business person who wants to succeed can afford to be:
  - Financially disengaged
  - delegate financial management completely to your accounting team/finance managers.
  - Financially illiterate
  - Can't read and comprehend income statements, balance sheets and



## PROJECT MANAGEMENT FOR HVAC

supported by  
**ISHRAE**  
Deccan Chapter

**ONLINE WEBINAR**

**Project Management**

**Mr. RVSS Prasad**  
Currently with Pavani Engineers as a senior manager Projects and Quality Over 30 years of experience in HVAC, IT and Consulting Business. Visiting faculty in prominent B-schools in Hyderabad on Project Management, Operations Management and Theory of Constraints. ISHRAE member since 1991, Currently President ISHRAE Deccan Chapter

**Date:- 30<sup>th</sup> August 2021, Time 6.00 PM to 7.00 PM**

**Register in Advance For This Webinar:**

<https://us02web.zoom.us/join/8445555555>

**Project Manager**

Being a Project Manager is like being an artist, you have the different colored process streams combining into a work of art  
— Greg Ginnerus!!

**Project Initiating Phase**

Activities	Deliverables
Project is kicked off	Project Kick off meeting/minutes
Knowledge repository verified	Construction drawings
Key risks identified	Risk Matrix, Project Team details
Key stakeholders involved/informed	Communication Guidelines/ EHS guidelines
Budget/Scope/Timelines are frozen	BOQ/Quality guidelines/Measurement practices
Quality guidelines are identified	Specific guidelines/statutory requirements/ Mandatory requirements list






Presents

## Creating your Reality through Act of Listening

26<sup>th</sup> August 2021, 5-6 pm

**Program will cover:**

1. Is listening an active or a passive act? How to use 'listening' as a tool in business expansion
2. How to break harmful patterns of habitual listening?
3. What is Generative listening?
4. How effective listening can create new opportunities





**MR. ATUL JOG**

Over the last couple of years he has been facilitating Leadership, Transformation and Executive Coaching at the CXO, senior and high potential manager levels across various sectors. He worked for over 11 years in two of the premium organizations in housing finance industry in India, (HDFC and ICICI Home Finance). His last assignment was working as the Head of the Mortgage business, involving responsibility of the Mortgage Balance Sheet for ICICI bank, one of the largest Pvt. Sector banks in India. He is a Graduate Coach from Newfield Network, USA (NCC) and certified as a PCC from ICF (USA). He is also on the global panel of McKinsey's team of transformational facilitators.

**MR. ATUL'S MISSION:**  
His mission is to transform the world by living his own transformation in life. He would love to create a space for change within and around so that everyone who connects with the same, experiences the transformation.

Join using Zoom Meeting Link: 

<https://us02web.zoom.us/join/zoom/register/TZerc-moqTioHNBh6W56nLu38oqyTMS18Ay>

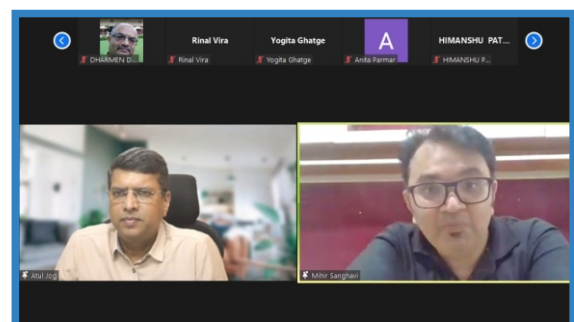
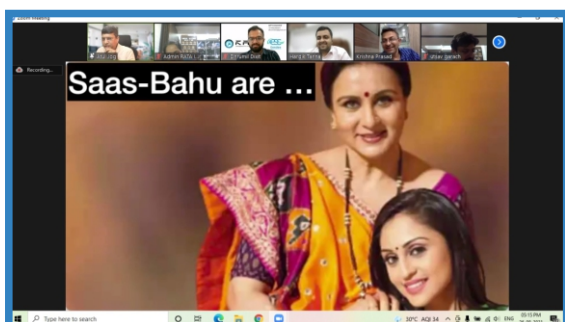
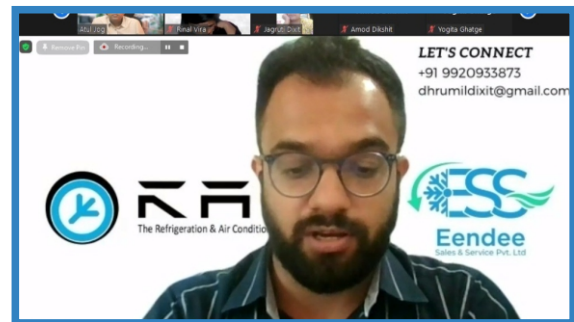
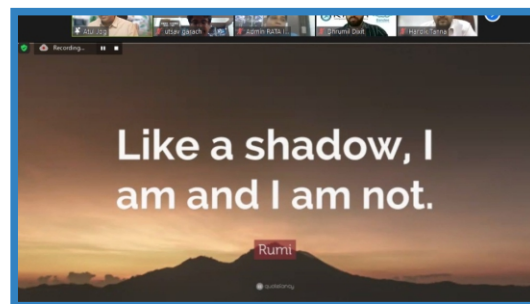
RSVP: Mrs. Vishakha +91738748885, Mrs. Savita +91738745000


DISCLAIMER: The information provided within this flyer is for general informational purposes only. While we try to keep the information up-to-date and correct, there are no representations or warranties, express or implied, about the completeness, accuracy, reliability, timeliness or availability with respect to the information, products, services, or related graphics contained in this flyer for any purpose. Any use of this information is at your own risk. We do not guarantee or disclaim the information or assume its accuracy and correctness. We are not responsible for any errors or omissions that may appear in this flyer.


SPEAKER: The views expressed in presentation made at webinar or other sessions are those of the speaker and not, necessarily, of RATA. Presentations, or the programme, does not constitute an endorsement of the speaker or speaker's views, products or services.

Follow us: 

RATA Gennext is a registered trademark of RATA Gennext Pvt. Ltd. All rights reserved. © 2021 RATA Gennext Pvt. Ltd.








THE REFRIGERATION & AIR CONDITIONING TRADES ASSOCIATION  
AHMEDABAD

Supported By



Ahmedabad Chapter

## SUCCESSION PLANNING – PROFESSIONAL & INDIVIDUAL

**“Heredity is automatic but Succession needs planning”**

We are pleased to Invite you to the online session designed for our Trade & Manufacturing members in regards to Succession Planning- Smooth transition of One's Will and Rights from one Generation to another.

Join us for this program to understand hassle-free transition and transfer of ownership from one generation to another, at the same time preserving their values.

**AGENDA**

- Types of Succession and Property
- Ingredients of good Succession Plan
- Distribution of Property as per various Acts
- Will Documentation
- Dispute resolution mechanism


He holds certificate in Intellectual Property Rights of World Intellectual Property Organization and cyber law. Trained to more than 60,000 professionals for various topics on Mercantile Law, Business Law, Corporate Law, Industrial Law, Family Law, Labor Law and Economic Law.

**Associated As A Visiting Faculty**

- Institute of Company Secretaries of India (ICSI)
- Institute of Cost and Works Accounts of India (ICWAI)
- Nirma Institute of Management
- BSE Training Institute
- Taxman – Indian publication company – Author
- S. Chand – Indian Publication Company – Author
- Tata McGraw Hill – Indian Publication Company – Reviewer

**27<sup>th</sup> Aug 2021. Friday**

**2:30 PM onwards**



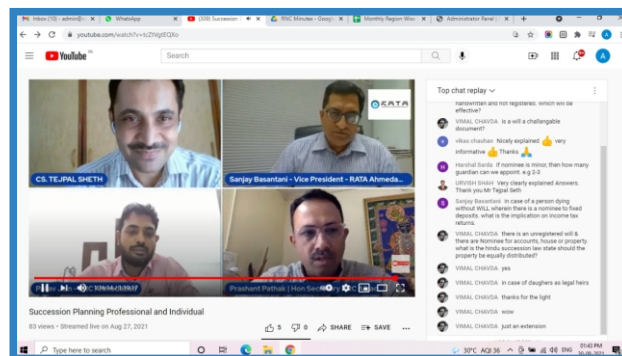
**MR. TEJPAL SETH**

Diploma in Pharmacy,  
Company Secretary  
MBA in International Business

Become a Rata member and enjoy the benefits of Rata Business portal  
For more details visit [www.rataindia.com](http://www.rataindia.com)

**Sandeep Sanghavi : +91 9898031812 | Dhaval Shah : +91 9662020497**

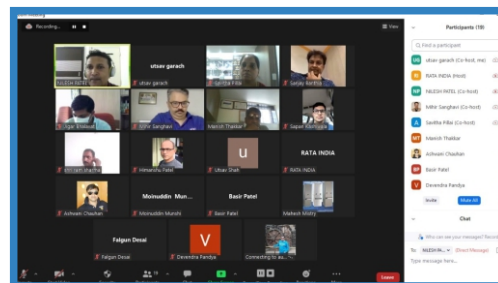
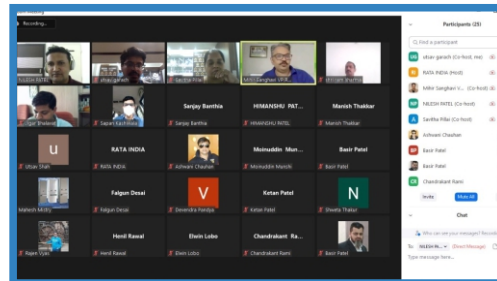
Organized by : RATA Regional Committee, Ahmedabad







## Session on Why its important to be a member of RATA association



## Next Gen meeting in RATA office



## GUIDELINES TO PROFITABILITY FAIR PRICING CARD



**RATA**  
THE REFRIGERATION & AIR CONDITIONING TRADES ASSOCIATION  
MUMBAI

*The Wait is Finally Over*  
*RATA Mumbai is proud to*  
*announce the Launch of*

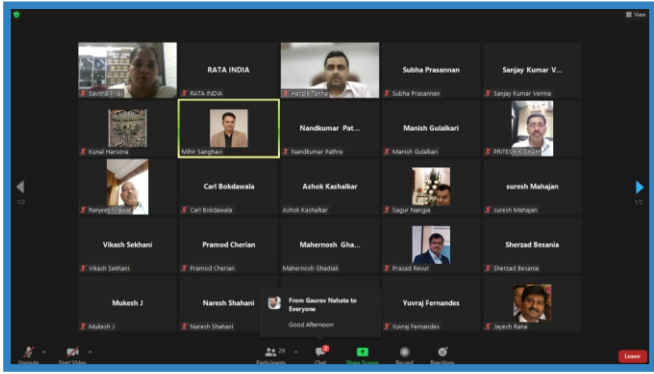
**Guidelines for Good  
Quality Work**  
Recommended by  
**RATA Mumbai Committee**

**31<sup>st</sup> August, 2021**  
**3:30 PM to 5:00 PM**

Join using Zoom Meeting Link:  **zoom**  
<https://us02web.zoom.us/join/7298618292>

Follow us: RATA INDIA    

RSVP:  
[www.rataindia.com](mailto:www.rataindia.com), [admin@rataindia.com](mailto:admin@rataindia.com), [info@rataindia.com](mailto:info@rataindia.com)  
Mrs. Savita +917738748885, Mrs. Vishakha +917738745000



# Chai Pe Charcha

RRC DELHI



**RATA**  
THE REFRIGERATION & AIR-CONDITIONING TRADE ASSOCIATION  
DELHI

## CHAI PE CHARCHA

### HVAC Contracting Challenges And Opportunities

**PANELIST**

**Mr. Dinesh Semwal**  
Bhaskar Technologies Pvt. Ltd.

**Mr. Vishal Kapur**  
MIL MIND-ACAP  
Air Systems Pvt. Ltd.

**Mr. Ashwani Jain**  
General  
Air Force Pvt. Ltd.

**Mr. Yogesh Pahuja**  
Eco Refrigeration Pvt. Ltd.

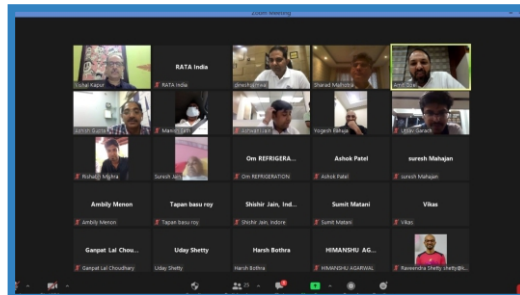
**Mr. Shroed Mahotra**  
Pharad Healthcare & Pharma Pvt. Ltd.

**Date:-** 21<sup>st</sup> August 2021  
**Time:-** 06.00 to 07.00 P.M

**RSVP:**  
Mrs. Vishakha : +91 77387 45000 / Mrs. Savita : +91 77387 48885

**Zoom Link:** <https://us02web.zoom.us/j/7656547347?pwd=jaYlQlRlRkxpcXpXZocSN5AKubCrxyZQ>

**Disclaimer:**  
The information presented herein is for general informational purposes only. While we try to keep the information accurate and up-to-date, we do not warrant its accuracy. The information is provided as a service to our members and is not intended to be used for any other purpose. The information is provided as a service to our members and is not intended to be used for any other purpose. The information is provided as a service to our members and is not intended to be used for any other purpose.



## HCFC phase out event in partnership with EESL association – LUCKNOW



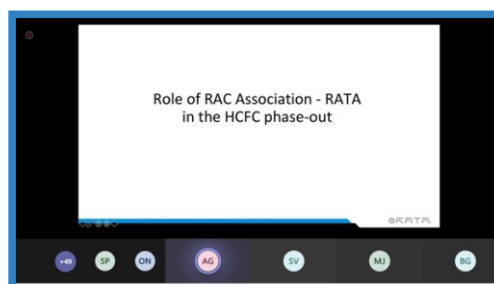
**AWARENESS WORKSHOP FOR REFRIGERATION AND AIR-CONDITIONING (RAC) DEALERS AND OTHER RELEVANT STAKEHOLDERS ON ENERGY EFFICIENCY OF RAC EQUIPMENTS THROUGH GOOD SERVICING PRACTICES AND BETTER MAINTENANCE (Under UNEP component of HPMP Stage-II Project)**

**Medium: Through Webinar**

**Participants from:** Lucknow  
**Date:** 25<sup>th</sup> August, 2021  
**Time:** 1130 hrs. to 1400 hrs.

Time	Particulars	Responsibility
1130 – 1135	Welcome Address and Context Setting	Mr. Gitya Shankar General Manager (COP), EESL
1135 – 1145	Inaugural Address	Mr. Aditya Narayan Singh Additional Director, Ozone Cell, MoEF&CC
1145 – 1200	Overview of HPMP Stage – I and Implementation of HPMP Stage-II in India and role of UNEP in Implementation of HPMP Stage-II	Mr. Fahad Naim Ozone Cell/ UNEP
1200 – 1215	Servicing Sector HCFC phase-out activities in India under HPMP – II	Ms. Smriti Chandra Senior Project Advisor GIZ, Proklima International
1215 – 1235	OSQ, Environmental Impact, Egoil Amendment and Transition towards environment friendly refrigerants and technologies	Mr. Manoj Kumar Me Project Manager GEF-6, EESL
1235 – 1250	Role of RAC Distributors and Dealers in HCFC Phaseout	Mr. Mathew C.I. Director, Dewpoint Appliances Pvt. Ltd.
1250 – 1305	Role of RAC Association in HCFC Phaseout	Mr. Amit Goel President, IRC - Delhi/ Managing Director - M/s Edgetech Air Systems Pvt. Ltd.
1305 – 1320	Recovery, Recycling, Reclamation of refrigerants	Mr. Vikram Murthy Director, UNIVAC
1320 – 1335	Good Tools and equipment for better servicing practices and role of good servicing practices	Mr. Subramaniam C National Secretary, RATA / Director, SSS Consultants
1335 – 1355	Open Forum Discussions	Representative of Ozone Cell, UNEP, GIZ EESL, RATA and Experts
1355 – 1400	Wrap up and Vote of Thanks	Mr. Manoj Kumar Me Project Manager GEF-6, EESL

H.O. - 110, Lko Industrial Estate, 4<sup>th</sup> Floor, Boreilly District, Ghazipur



# Chai Pe Charcha

RRC PUNE



# Chai Pe Charcha

RRC INDORE





# Chai Pe Charcha

An offline networking event for RATA members

RRC SURAT



RRC JAIPUR

**RATA**  
THE REFRIGERATION & AIR-CONDITIONING TRADERS ASSOCIATION

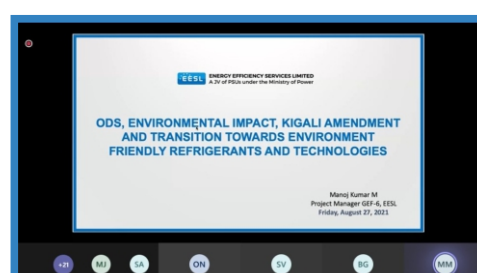
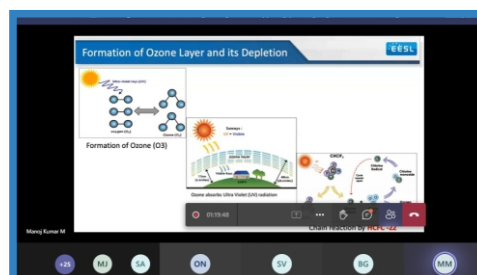
**AWARENESS WORKSHOP FOR REFRIGERATION AND AIR-CONDITIONING (RAC) DEALERS AND OTHER RELEVANT STAKEHOLDERS ON ENERGY EFFICIENCY OF RAC EQUIPMENTS THROUGH GOOD SERVICING PRACTICES AND BETTER MAINTENANCE**  
(Under UNEP component of HPMP Stage-II Project)

**Draft Agenda**  
Medium: Through Webinar

**Participants from:** Jaipur  
**Date:** 18<sup>th</sup> August, 2021  
**Time:** 1130 hrs. to 1400 hrs.

Time	Particulars	Responsibility
1130 - 1135	Welcome Address and Context Setting	Mr. Girja Shankar, General Manager (CDP), EESL
1135 - 1145	Inaugural Address	Mr. Aditya Narayan Singh, Additional Director, Ozone Cell, MoEF&CC
1145 - 1200	Overview of HPMP Stage - I and Implementation of HPMP Stage II in India and role of UNEP in implementation of HPMP Stage-II	Mr. Fahad Naim, Ozone Cell/ UNEP
1200 - 1215	Servicing Sector HCFC phase-out activities in India under HPMP - II	Ms. Smriti Vichare, Senior Project Advisor, GIZ, Proklima International
1215 - 1235	ODS, Environmental impact, Kigali Amendment and Transition towards environment friendly refrigerants and technologies	Mr. Manoj Kumar M, Project Manager GEF-6, EESL Prof. Shashy Chandra Bhadrat, Chief Expert, Refrigeration and Air Conditioning, Electronic Sector Skill Council, 2020-2021
1235 - 1250	Role of RAC Distributors and Dealers in HCFC Phaseout	Mr. Shalish Kumar, President, RRC Rajasthan / Airzone Technologies
1250 - 1305	Role of RAC Association in HCFC Phase out	Mr. Vikram Murthy, Director, UNIVAC
1305 - 1320	Recovery, Recycling, Reclamation of refrigerants	Mr. Sukramaniam C, National Secretary, RATA / Director, SSS Consultants
1320 - 1335	Good Tools and equipment for better servicing practices and role of good servicing practices	Representative of Ozone Cell, UNEP, GIZ
1335 - 1355	Open Forum Discussions	EESL, RATA and Experts
1355 - 1400	Wrap up and Vote of Thanks	Mr. Manoj Kumar M, Project Manager GEF-6, EESL

H.O.: 110 Unique Industrial Estate, 1<sup>st</sup> Floor, Bombay Dyeing Compound, Off Veer Savarkar Marg, Prabhadevi, Mumbai 400 025, India.  
T: 022 2438 1140 | E: info@ratatrade.com | CIN: U51109MH1949NPL008910



HCFC phase out event in partnership with EESL association

Mr Dilip Nemani and Mr Gautam Mukherjee both RATA Kolkatta Committee members met the Asst Director MSME : Mr S. Mukhopadhyay to explain the challenges faced by MSME in our Industry and how the Govt can help us in supporting the growth of MSME in HVACnR.

