

RATA NEWSLETTER

AUGUST 2022 / ISSUE 89

GROWING

your HVAC&R business using community support

- RATA Conclave 16th Sept 2022 will be the largest gathering of business owners from HVAC&R industry in India.
- Nominations recieved from various members across India to be part of the new working committee. The Final elected list will be formally announced during the AGM
- RATA members books stalls in large numbers for the upcoming ACREX and REFCOLD leading HVAC&R shows in India.



BECOME A PROUD RATA MEMBER.



SCAN THE QR CODE TO
ENTER THE WORLD OF RATA.



MESSAGE FROM NATIONAL PRESIDENT

Mr. Ajit Panicker

Dear Members

September 2022 is the final month of the current committees across India and the last term has been an incredible journey that has transformed and institutionalised RATA for ever.

I want to thank all the members for having given me this opportunity to lead RATA over the last two years and look forward to help the association grow under a new leadership and as part of a new committee.

I also want to take the opportunity to thank each of the committee members both in the national and regional committees for their honorary and thankless contribution in helping build RATA.

I also want to thank the brilliant team at RATA back office of Ms Savita, Ms Vishaka, Mr Rahul and Mr Manohar for the enthusiastic support in coordinating the affairs of the association especially during the tough covid times.


I strongly believe what we have collectively co created at RATA is irreversible and over the next few years we will grow stronger and truly help the MSMEs in the field of HVAC&R in India grow their business both within and outside India.



FOR ANY DETAILS ON RATA CONTACT

+91 77387 48885

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FOR ADVERTISING CONTACT

admin@rataindia.com

RNC : RATA National Committee
RRC : RATA Regional Committee

All committee members details
available at www.rataindia.com

Dear Members

The term of this committee ends on Sept 2022 and the new team will take over from 1st Oct 2022 to Sept 2024.

On 16th Sept 2022 we will have the AGM, followed by the RATA Conclave.
On 17th Sept we will have the first meeting of the new National Committee which will put together the plan for the next two years

The last two years has been extremely important in the history of RATA as we are truly a Pan Indian representation of the HVAC&R trade in India. I am listing below a few achievements that will give you an insight on the magnitude of our achievement over the last two years.

- ▶ We implemented the new RATA constitution which was redrafted to ensure it brings in diversity in its leadership and co ownership to the community our older constitution restricted us from scaling up to achieve our larger goals.
- ▶ We started our membership two years ago with just one Mumbai committee and today we are over 13 active committees in various cities across India We started with just 12 committee members and expanded it to close to 100 committee members across India.
- ▶ We started with just over 200+ member companies two years ago and today we are over 1160 member companies adding nearly one member everyday during our tenure. On an average earlier we could do about just 10-12 programs during a term, in the last two years we have done over 330+ program both online and offline thats nearly one program every working day.
- ▶ We started with a working relation with just two trade bodies that we were associated with actively, we are now engaged with nine large trade bodies in eight cities across India.
- ▶ The balance sheets have been circulated to you and over the last two years we have nearly doubled our reserves.
- ▶ Our back office two years ago had just one person and now we are a Three member team all recruited and trained online during the pandemic.
- ▶ Our compliances and administratives have been kept transparent and a lot of new initiatives like the web portal are work in progress.

We did all of these through the most difficult time of Covid -19. It only goes to reflect the collective entrepreneurial ability and how an adversity, brings the best in all of us to get together and create an institution that will grow and support generations to come in the field of HVAC&R.

Listed below is how the various RRC contributed in the growth of the association.

| RATA 2020 - 2022 - Term Performance - Aug 2022 | | | | |
|--|------------|------------------|---------------|------------|
| Ranking | RRC | Membership - Ytd | Program - Ytd | RRC Points |
| 1 | Mumbai | 332 | 67 | 534 |
| 2 | Ahmedabad | 152 | 27 | 233 |
| 3 | Delhi | 91 | 41 | 215 |
| 4 | Bangalore | 80 | 25 | 156 |
| 5 | Pune | 78 | 24 | 149 |
| 6 | Indore | 72 | 22 | 138 |
| 7 | Vadodara | 56 | 21 | 120 |
| 8 | Kolkatta | 67 | 14 | 108 |
| 9 | Hyderabad | 72 | 11 | 106 |
| 10 | Surat | 55 | 10 | 86 |
| 11 | Chennai | 42 | 9 | 69 |
| 12 | Jaipur | 35 | 7 | 56 |
| 13 | Madurai | 14 | 2 | 20 |
| 14 | Chandigarh | 9 | 1 | 13 |
| 15 | Vidarbha | 5 | 0 | 5 |
| 16 | RNC | - | 58 | - |
| | Total | 1160 | 341 | |

Ytd - Year to date - is the cumulative figure as on date for the period of the Term Oct 2020 - Sept 2022
Every Member both new or renewed whose membership is active gets one point and every event both online and offline for the term gets 3 points as per RATA Constitution.

I wish the new committee the very best and rest assured RATA will grow into a powerful trade body that represents the interests and helps the MSMEs in the field of HVAC&R grow their business.

AJIT PANICKER
NATIONAL PRESIDENT (2020 - 2022)

RRC DELHI

AHRI CERTIFICATION - PATH FOR INTERNATIONAL AND REGIONAL HVACR MANUFACTURERS TOWARDS MORE SUCCESS

Supported By
ISHRAE
Indian Society of Heating, Refrigerating and Air Conditioning Engineers

Online Webinar

"AHRI Certification - Path for international and regional HVACR manufacturers towards more success"

- Challenges & opportunities towards energy efficiency in HVAC sector
- Relevant regional regulations
- Importance of product certification
- AHRI Certification Program brief

Thursday 04th August, 2022 Time 04.00 to 5.00 PM

Zoom Meeting ID: 863 8562 6686

Mr. Vikram Murthy, AHRI representative - India
Director, HVAC Environment Systems Pvt. Ltd.

Mr. Dalip Singh, Technical Analyst - AHRI INDIA

RRC Delhi – AHRI certification – path for international and regional hvac manufacturers towards more success. The online program was conducted for members on 04th August 2022 at 4.00 to 5.00pm on the zoom platform. Registered 113nos | Rata Member 44nos | Non Member 69nos | Attended 49nos.



COORDINATED BY



Mr. Ashish Gupta
Vice President



Mr. Sandeep Sekhani
Committee Member

RRC MUMABAI

IMPACT OF DIGITAL MARCON WORLD ON BUSINESS

IMPACT OF DIGITAL MARCON WORLD ON BUSINESS

RATA GENNEXT

Mr. Mukund Pilankar
Co-founder & Director, Softtech Solutions Pvt. Ltd.

KEY TAKEAWAYS:

- Lead generation through digital platforms
- Social Media marketing and its importance
- What to expect next in digital marketing that will impact your business and marketing process

Over the period of 15 years he has seen the rise and fall of many websites, profits, 42% and have analyzed the reasons behind their success and failure. This analysis has further helped him guide many businesses to move forward with their digital marketing dreams. When it comes to planning online and marketing for services and consulting other businesses in Marketing their products and services online, offline, Mukund offers a keynote.

WEDNESDAY 10.08.2022 6 P.M. - 8 P.M.

Venue: RATA Office, 110, Unique Industrial Estate, Prabhadevi, Mumbai 400 011.
RSVP: Mr. Rahul +91 77387 45000

LIMITED SEATS Registrations will be on first come first serve basis. *Free for Members

Supported by: **ASHRAE Mumbai Chapter** and **ISHRAE**

RRC Mumbai successfully conducted Impact of Digital Marcon World on Business on 10th August 2022 at 6.00pm to 8.00pm at offline location. Number of Rata Member 10nos.



COORDINATED BY



Mr. Harshal Padia
Jt. Secretary



Mr. Hardik Tanna
Committee Member

NATIONAL



Supr 30

EPISODE - 10

This session will talk about Kigali amendment to Montreal Protocol India Perspective

12th August 2022, Friday 5.00 PM Onwards

WATCH IT LIVE AND ASK YOUR QUESTIONS

YouTube: youtu.be/TzAMcT-w56w

in conversation with

in Partnership with

Mr. Ajit Panicker – National President RATA
Mr. Jitendra Bhambure – Advisor

CEEW

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NATIONAL



VYAPAAR SANMELAN

- 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?

| | |
|---|----------------|
| Friday 19 th August, 2022 | Time 4.30pm |
|---|----------------|

You are invited to zoom

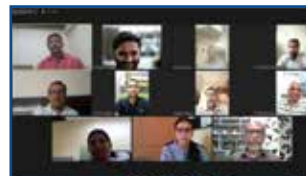
<https://doi.org/10.1016/j.jneurosci.2019.07.037>

RSVP

Mr. Rajesh +91 77367 45003

Email – rahul@tatascia.com

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

[illegible]

05



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GEM PORTAL - GOVT E-MARKETPLACE

"Introduction to GeM portal"
(Government e-Market Place)

SPEAKING POINTS

- Introduction to GeM
- GeM Registration Process
- Catalogue Management System
- OEM Panel

MR. ROHIT BALANI
(SALES MANAGER)
ABC INFOTECH

Mr. Rohit Balani has industry experience of more than 10 years. With his experience in the Tender Industry, they provide knowledge, awareness and support in Tender Bidding processes. They have expertise in GeM Registration & Support Services, also provides full consultation from document collection for GeM Registration to routine GeM Support services and Tendering help.

Tuesday 23/08/2022 04:00 pm onwards

<https://youtu.be/pvMtrHkx8s8>

Watch it live on YouTube and ask your questions

Become a Rata member and enjoy the benefits of Rata Business portal. For more details visit www.ratamumbai.com

RSVP: Prashant Pathak - +919924128546

Organized by: RATA Regional Committee, Ahmedabad

RRC Ahmedabad successfully conducted GeM Portal - Govt e-Marketplace on 23rd August 2022 at 04.00pm on YouTube platform. Number of people View = 83.



COORDINATED BY



Mr. Prashant Phatak
Secretary



Mr. Pallav
Committee Member

GST & INCOME TAX COMPLIANCE

GST & Income Tax Compliance

Introduction to various compliance requirements under GST & Income Tax from the perspective of Small Businesses and Consequences of non-compliance.

Areas of Compliance

Under GST:

- To whom it is applicable?
- Valuation under GST
- Input Tax Credit and how to avail it?
- Reverse charge under GST
- E-way Bill applicability
- E-invoicing
- TDS & TCS under GST
- GST applicability in some special circumstances

Under Income TAX:

- TDS Applicability
- TCS under Income Tax
- Income Tax Return Filing
- Presumptive Income
- Tax Audit

MR. SUDHIR RAY

Senior partner with GST & Associates Chartered Accountants since 2005. One of the core areas of practice of the firm are direct & indirect taxation.

Venue: RATA Office, 110, Vile Parle (West), Mumbai - 400 011

Wednesday 24th August, 2022 05:00 P.M. onwards

RSVP

Mr. Rishi - +91 77187 45000

Become a Rata member and enjoy the benefits of Rata Business portal. For more details visit www.ratamumbai.com

RRC Mumbai conducts a program on Gst & Income Tax Compliance on 24th August 2022 at 5.00pm at Rata Office. Number of Rata members who attended 11 nos.



COORDINATED BY



Ms. Subha Prasanna
Membership Chair

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RRC INDORE CHAI PE CHARCHA

RATA
THE REFRIGERATION & AIR CONDITIONING TRADERS ASSOCIATION
INDORE COMMITTEE

EVERYONE IS INVITED FOR

CHAI PE CHARCHA

Venue & Date
Aug'26th, 2022
Hotel Kalinga
Indore
@ 4.30 PM

Chai pe Charcha agenda would be -

1. RATA Conclave
2. New Membership & Renewal.
3. Upcoming Programs.

MANMOHAN SINGH
President

MANISH TEKCHANDANI
Secretary

RRC Indore conducts Chai Pe Charcha on 24th August 2022 at 5.30pm at offline location. Number of RATA members who attended : 09 nos



COORDINATED BY



Mr. Manmohan Singh
President



Mr. Manish Techchandani
Committee Member

RRC BANGALORE WINNING IN SELLING - CONCLUSION

Winning in selling - conclusion

RATA
BANGALORE

The Webinar Highlights :

- * Sales process A-Z
- * Relationship Building
- * Understanding customer needs
- * Benefits or Features
- * Secret of Profitability

Saturday
27th August 22 | 3.30PM- Onwards

Live on **YouTube**
<https://youtu.be/Vy5yDg8d8gY>

Mr. C. Subramaniam
M/s S.S.S Consultants B'lore

Mr. C. Subramaniam is an alumni of BT Chennai, he went to IITM M/S S.S.S. Consultants. He has 28 years experience in the areas of Training and HVAC. He is the past president of I.S. R.A.S.E. & now a member of ASHRAE, JRC & FRIAL.

RSVP

Mr. Krishna Prasad - RRC Bangalore Program Chair

RRC Bangalore conducts Winning in selling – Concluding Session on 27th August 2022 at 3.30pm on YouTube platform. No of people who viewed 114.



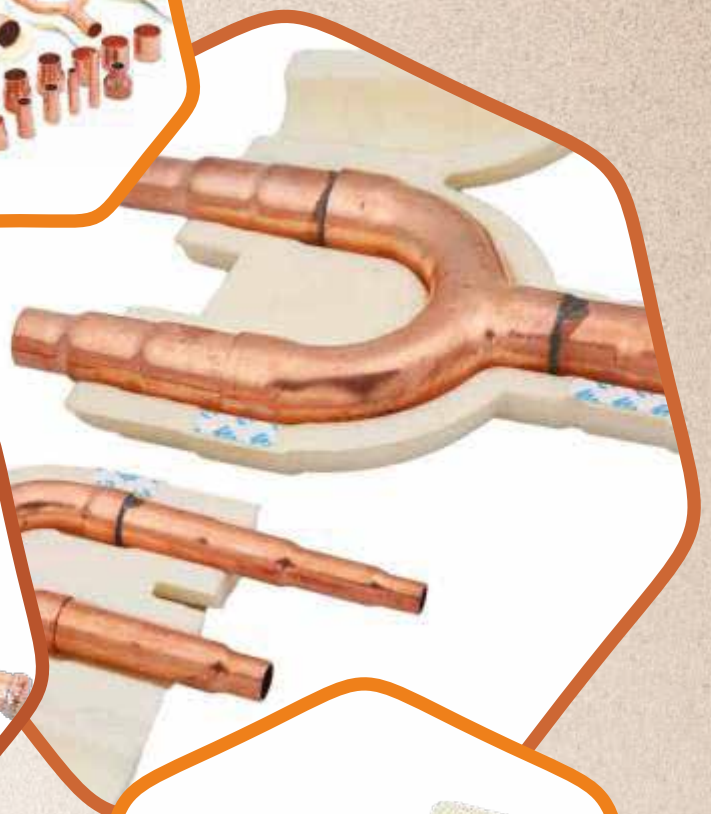
COORDINATED BY



Mr. Krishna Prasad
Program Chair



Ms. Deepa Rajganesh
Committee Member



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Highlights

- Manufacturing Unit spread over an area of 48,000 square feet in Ahmedabad
- 1200+ Satisfied clients 8 OEM's 10+ Export Countries
- Team of 90+ Optimistic, passionate people
- 20 + Dedicated, Creative, enthusiastic team of Engineers



22/7 ENTERPRISE

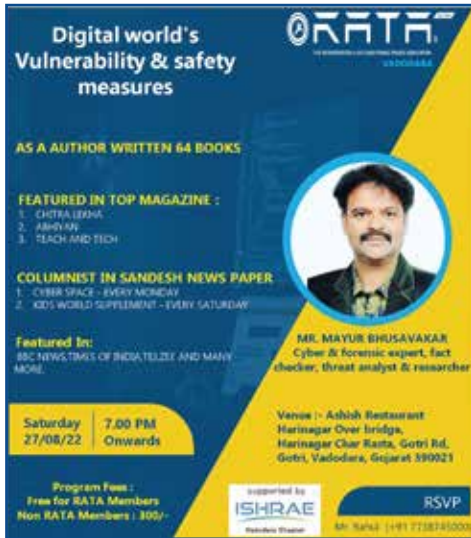
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RRC VADODARA

DIGITAL WORLD'S VULNERABILITY & SAFETY MEASURES



Digital world's Vulnerability & safety measures

AS A AUTHOR WRITTEN 64 BOOKS

FEATURED IN TOP MAGAZINE :

1. CHITRA LEKHA
2. ABHINAV
3. TEACH AND TICH

COLUMNIST IN SANDESH NEWS PAPER

1. CYBER SPACE - EVERY MONDAY
2. KIDS WORLD SUPPLEMENT - EVERY SATURDAY

Featured In: BBC NEWS, TIMES OF INDIA, TELUGU DESAM, AND MANY MORE

MR. MAYUR BHUSAVAKAR
Cyber & forensic expert, fact checker, threat analyst & researcher

Venue : Ashish Restaurant
Harinagar Over Bridge,
Harinagar Char Rasta, Gotti Rd,
Gotti, Vadodra, Gujarat 390021

Saturday 27/08/22 7:00 PM Onwards

Program Fees :
Free for RATA Members
Non RATA Members : 300/-

supported by ISHRAE

RSVP

RRC Vadodara conducts Digital word's vulnerability & safety measures on 27th August 2022 at 7.00pm at offline location. Number of RATA members who attended the event : 18 nos.



COORDINATED BY



Mr. Nilesh Patel
President



Mr. Jigar Bhalavat
Vice President

RRC AHMEDABAD

DIL KI BAAT RATA KE SAATH



DIL KI BAAT RATA KE SAATH,

Come let's meet in your Locality where you can share **your biggest areas of concern** and we can work together to solve it.

Date: 31st August, 2022 (Sunday)
Time: 3:30pm Onwards
Venue: ShreeBhai's Coffee Bar
8th/12, Bhadrachand Complex, Ayazpur,
Society P-1, Near Topal Rescuer,
Opposite Bus Stop, Ahmedabad.
(Near 400000)

RSVP : Prashant Phatak -
9825927027

RRC Ahmedabad organizes Dil Ki Baat, RATA Ke Saath on 31st August 2022 at 3.30 pm on offline platform. Number of RATA members who attended the event : 7 nos.



COORDINATED BY



Mr. Prashant Phatak
Secretary



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RATA CONCLAVE 16TH SEPT 2022

RATA is happy to announce the following leading companies as partners for the Conclave.

We are happy to welcome



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engineering a better life



FläktGroup



as our partner's for the HVAC&R Conclave.

VENUE - HOTEL GRAND, VASANT KUNJ, NEW DELHI.

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Est 1949

SAVE THE DATE

16th Sept 2022
RATA
CONCLAVE
2022

We're bringing you...
One of the **Coollest** events in the HVAC industry.

We are so excited to share the news. The biggest ever RATA Conclave for HVAC companies is now coming your way. We promise it will be one of the Coolest events with an amazing lineup of speakers.

This will be your chance to expand your network, make friends and business deals, and learn from others in your industry.

So stay tuned.

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for more details.

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discounted registration fee
for RATA members.

CHALO Dilli



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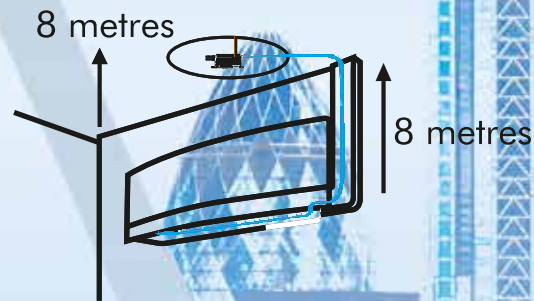
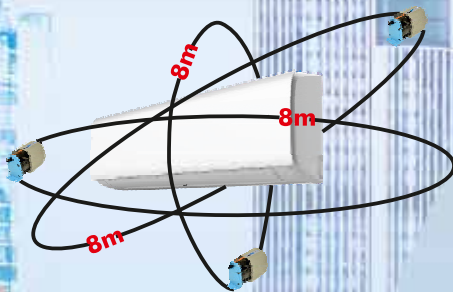
PERFORMANCE

| MAX FLOW | MAX HEAD | MAX LIFT |
|-----------|----------|----------|
| 14 L/HOUR | 8 METRES | 8 METRES |



How To Install The Economini Drain Pump

Installation Options- Can be mounted in any orientation upto 8 meters away!



IP PUMP[®]

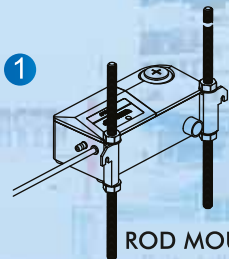
PERFORMANCE

| MAX FLOW | MAX HEAD |
|-----------|-----------|
| 35 L/HOUR | 15 METRES |

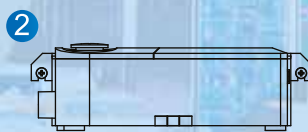


The Most Versatile IPTank Pump

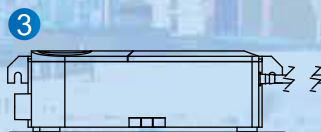
Installation Options-



ROD MOUNTED



WALL MOUNTED



FLOOR MOUNTED



PLACED IN DRIP TRAY

Dealers enquiry solicited

Features-



Run Dry



Whisper Quiet



No Maintenance



Quick Installation



No Silencing Device



Can Pump Sludge



Rotary Diaphragm



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