

RATA NEWSLETTER

AUGUST 2023 / ISSUE 101

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your HVAC&R business using community support



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MESSAGE FROM NATIONAL PRESIDENT



Mr. Mihir Sanghavi

Dear RATAites,

Following are Highlights of August 2023. 50 new members added by various committees with outstanding work by Mumbai and Delhi. Great programs across RRCs. Vadodara, Pune, Mumbai, Ahmedabad, Delhi are doing great work. Super launch of RATA Technician Yojana and Vyapaari to CEO program.

Superb month for government and business Reachout by all RRCs. RATAs contribution in India Cooling Coalition is very well Appreciated. Super 30 series restarted.

Great work is happening on all forums with meetings happening at RRC levels. Fantastic traders and SSD meeting at majority of RRCs. RATA conclave is gathering momentum with more than 100 registrations done. Please block your seat as early as possible.

RATA Technician Yojana planning launched in Mumbai as a pilot project and shall be a great service to our community. 150 companies registered and 75 companies attended the event.

RATA conducted its first Zonal conference which got lots of insights from members' feedback. We shall deliberate these during the physical RNC meeting on 1st October. So friends looking forward to meeting all of you at the RATA Conclave at Bangalore on 30th September.

Wishing you all a great month ahead full of smiles and high energy.

RNC : RATA National Committee

RRC : RATA Regional Committee





EDITORIAL TEAM :

Mr. Ajit Panicker / Ms. Savita Pillai

FOR ANY DETAILS ON RATA CONTACT

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FOR ADVERTISING CONTACT

admin@rataindia.com

All committee members details available at www.rataindia.com

BUSINESS ADVOCACY



Meeting of Indian cooling Coalition forum.



Meeting with chairman of Refcold 2023
Shri Raja Sriram.



GCCI Event with our RRC Ahmedabad
Acting President - Mr. Amit Sharma and
Acting Vice President - Mr. Chetan Ingole



RRC Delhi participated in REFCON event
alongwith ISHRAE Gurugram

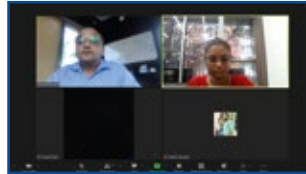


Rata Mumbai through Mr. Pritesh Shah
& Mr. Mihir Sanghavi represented on
FAM platform among other trade bodies
and met imminent GST, CA and Lawyers
to once again highlight our industry's
Gst issues, a formal draft is being
prepared to make the necessary
representation to the Government

NATIONAL VYAPAAR SANMELAN



We had an outstanding Vyappar Sanmelaan with over 30 members participating sharing a good amount of business enquiries for our members including those of purchases and dealerships.



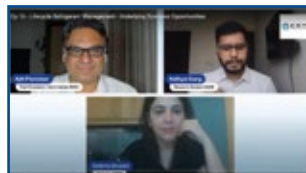
COORDINATED BY

Mr. Hasmukh Patel
Vice President - RRC Vadodara

NATIONAL SUPR 30 POWER PACKED KNOWLEDGE SERIES - 16



RATA and Council on Energy, Environment and Water (CEEW) jointly organised a 30-minute knowledge packed session on “Lifecycle Refrigerant Management (LRM): Underlying Business Opportunities” on 11th August 2023. The session had speakers from CEEW – Ms Shikha Bhasin, Adviser and Mr Aditya Garg, Research Analyst – and Mr Ajit Panicker from RATA. The moderated expert’s discussion brought attention on the significant market potential for MSMEs and servicing enterprises in the reverse supply chain of discarded cooling devices and the contained refrigerants. During the session, recent policy developments in India, such as E-waste (Management) Rules, 2022 and Green Credit Programme, 2023, were discussed on which MSMEs can capitalise on to create new revenue streams for their businesses. Additionally, the experts emphasised the necessity of incentive driven business models, and establishment of a supportive ecosystem, which encompasses recovery and reclamation infrastructure, upskilling, and the development of clear standards and guidelines.



COORDINATED BY

Mr. Ajit Panicker
Immediate Past President - RATA

RATA TECHNICIAN YOJANA - RRC MUMBAI



RATA TECHNICIAN YOJANA held on 16th Aug was attended by 150+ SSD from Mumbai and around areas it was launching of National Drive to solve problem problem of Manpower shortage.

COORDINATED BY RRC MUMBAI



Sales and Service Dealers in air conditioning are facing an acute shortage of Technicians which could hamper the growth of the industry which is expected to grow at eight times of the next two decades. With the hope of resolving this issue on a long term perspective RATA has embarked on a skilling mission with partnership with Funfirst, National Skill Development Corporation, Maharashtra Directorate of Vocational education and Training and Tata Institute of Social Sciences. An MOU to this effect was signed on 16th Aug 2023. This project is to be tested in Mumbai and based on the feedback and success the same will be planned to be rolled out across India.



MOU signing between RATA and FunFirst



The event was attended by over 75 Sales and Service Dealers from Mumbai.



**RATA National President
Mr. Mihir Sanghavi**
explaining the various
initiatives by RATA



**RATA Immediate Past
President Mr. Ajit Panicker**
explains the modalities of
RATA Technician Yojana



Mr. Amit Gupta MD FunFirst
explains the role and
modalities of various Govt
Schemes



**Mr. Mohd Kalam - Head
Western Region National Skill
Development Corporation**



**Mr. R. Wani, Apprentice
Advisor Directorate of
Vocational Education and
Training, Maharashtra**



**Mr. Gaurav Shinde Head
Operations, Tata Institute of
Social Sciences**

THE PLAN

RATA in partnership with FunFirst will roll out three programmes under the Central and State Govt Schemes.

FunFirst will deal with the government for the various scheme benefits and facilitate registration. The curriculum will be followed as per these schemes and improvised by RATA to match Industry requirements. FunFirst will source these candidates and RATA members will partner in this programme as skilling partners. RATA skilling committee will ensure all curriculum is strictly adhered to be the member skilling partner. The enrolled students will have to complete the entire programme to ensure they have completed the course only then will they get a certification which is recognised by National Council of Vocational Training Govt of India for the one year Apprentice Programme and a certification from University Grants Certification, Govt of India for the Bachelor's degree in Airconditioning & Refrigeration.

BENEFITS TO RATA MEMBERS

- 01 Members with Service Centres can be part of the skilling programme and be reimbursed from the Govt and have the advantage of having the first right to absorb these candidates trained by them.
- 02 Being a recognised skilling partner in the industry enhances your credibility with your prospective customers.
- 03 Other members can be placement partners and will be informed when the courses are completed to absorb these trained candidates who have been trained by the industry under a govt guided and certified course, supervised by RATA.

HOW TO PARTICIPATE IN RATA TECHNICIAN YOJANA?

RATA members who are Sales and Service Dealers and who have a Service Centre, GST registration and Labour compliances can collect the necessary application forms from RATA office and make a formal application to be a skilling partner or a placement partner or both.

Financial Subsidies applicable to Skilling partners under various Govt schemes

Sr. No.	Scheme / Program	Minimum Qualification of the Candidate	Minimum Stipend to be paid to the Candidate (INR)	Benefit per month from Central Government (INR)	Benefit per month from Maharashtra Government (INR)
01	NAPS	ITI	8050/-	1500/-	3500/-
02	NATS	Diploma	8000/-	4000/-	NA
03	NATS	Graduates	9000/-	4500/-	NA
04	Bachelors	ITI/12th pass	8050/-	NA	NA

NAPS - National Apprentice Promotion Scheme - one year

NATS - National Apprentice Training Scheme - one year

Bachelors - Bachelor in Refrigeration and Airconditioning - Three years

Course content details for all the above programs available from the RATA office

Steps to a sustainable solution to Technician manpower Challenge in our Industry by RATA members :

- 01 | We are a growth phased industry ensure Labour compliance like PF and ESIC it brings security to the workforce within our industry.
- 02 | Provide a viable alternative to youngsters by providing a professional, clean and safe working environment.
- 03 | Hand holding fresh candidates for a period of the first three years which is critical for him to gain confidence and educate him while working as a driver or delivery boy may pay well now but it's a dead career for the future while the HVAC industry offers a skill that will help him grow in the industry.
- 04 | Completely stop free installations schemes promoted by manufacturers which has aggravated the price challenge in installation and service in the minds of the customers.
- 05 | Good quality work ensures energy efficiency, less breakdowns and a safe working environment for our manpower are all costs which should not be compromised and customers need to pay for the same. At RATA we will continue to campaign for the same with our customers in participation with our trade.

Reach out to Refrigeration and Air Conditioning Trades Association at

Ms Savita : admin@rataindia.com | +91 7738748885

Ms Vishaka : vishaka@rataindia.com | +91 7738749987

www.rataindia.com

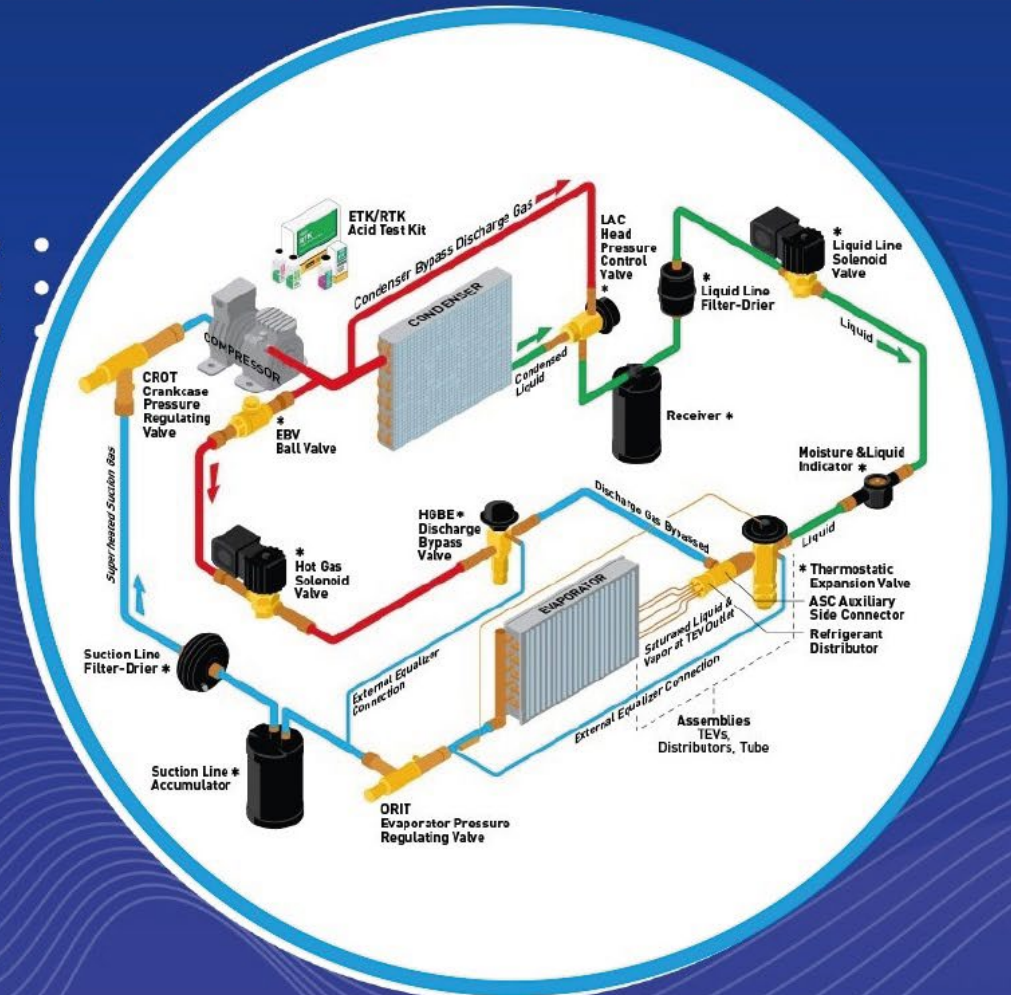
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VYAPARI TO CEO - RRC VADODARA



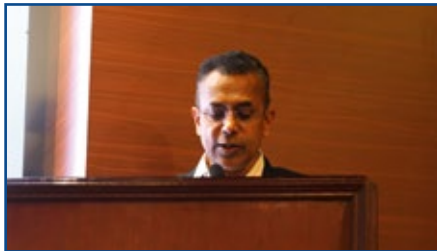
RATA Vadodara with support from ISHRAE Vadodara and other organisations like, VADA, RASS, CGCCI, VCCI and FGI successfully conducted the program : VYAPARI to CEO on 19th August, 2023, FGI Business Centre, Vadodara.

Mr. RAHUL MALODIA, a nationally acclaimed Business Coach working for coaching for MSME Businesses and popularly known as " Robinhood of MSMEs" was the speaker.

The speaker touched upon below points during the session.

- A) Employee Hiring, Induction and retention
- B) Fundamentals of finance
- C) Branding and Marketing
- D) Entrepreneur mindset and productivity

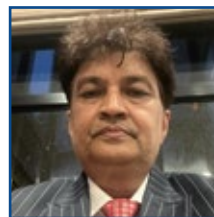
Program was attended by approx. 225 participants, MSME Business owners. Our National Secretary. Mr. Urvish Shah graced the event. The program was well covered in local media in Vadodara.



COMMITTEE MEMBERS



Mr. Chandrakant Rami
Committee Member



Mr. Sanjay Banthia
Program Chair



Mr. Ashwani Chauhan
Committee Member)



Mr. Nilesh Patel
Immediate Past President



Mr. Manish Dandekar
Committee Member

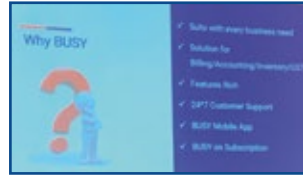


Mr. Ashwin Patel
Committee Member

GST ACCOUNTING SOFTWARE - RRC SURAT



RATA Surat organised event on GST Accounting Software at Dil Se Imperial Square Mall, Surat which was a sponsored event and was attended by 54 members.



COORDINATED BY



Mr. Hiren Shah
President - RRC Surat



Mrs. Khyati
Committee Member

RRC BANGALORE

TRADERS MEET - RRC BANGALORE



RRC Bangalore successfully conducted a Trader's meet at Fridge House, Bangalore to discuss the pain points of the trade and was attended by 25 members.



COORDINATED BY



Ms. Deepa Rajganes
RRC Bangalore - Programme Chair

RRC MUMBAI

MOHALLA MEET CHEMBUR - VASHI - BELAPUR



MOHALLA MEET
CHEMBUR - VASHI - BELAPUR

Key Takeaway's:

- How to build and scale your business into an organisation
- How to handle OEM's and their policies

FRIDAY 05:30 PM - 07:30 PM
25.08.23

Language: Hindi & English

REGISTRATION IS ON A FIRST-COME, FIRST-SERVED BASIS.

Venue: Ishwar Trading Unit no. 337 Raheja Tesla- Edison bldg no.1, Plot no Gen-2/1/C Part, TTC Industrial area MIDC Junagar, Navi Mumbai 400705

Master Speaker:
Mr. Lavinder Duggal
HTL Alcon Pvt Ltd

Limited Seats Available

RSVP: Mrs. Savitri: 77387 48865 | Mrs. Vohakha: 77387 49987
Website: www.rataindia.com | Email: admin@rataindia.com

Sponsored By:
ISHRAE
Mumbai Chapter

Rata Mumbai did its first attempt to reach out to members Chembur- Navi Mumbai - Belapur region, 30 members joined for the same. Mr Lavinder Duggal our keynote speaker gave excellent insights on scaling up the business and how to deal with OEM for various purposes. Members attending had a knowledgeable session with many takeways to improve their Business strategies.



COORDINATED BY



Mr. Akash Verma
RRC Mumbai
President



Ms. Rinal Vira
RRC Mumbai
Co Program Chair

RRC DELHI

MOHALLA MEET - RRC DELHI



**RATA KE SAATH,
DIL KI BAAT**

Delhi HVAC industry members, Let's get together to discuss common issues and challenges of HVAC industry.

SATURDAY 04:00 PM - 05:00 PM
26/08/23 ONWARDS

Venue: Advance Ventilation Pvt. Limited, 8th Floor, NCM-2, Netaji Subhash Place, Pitampura, Delhi-110

RSVP: Mrs. Savitri: 77387 48865 | Mr. Shweta Arora: 77387 49987 | Mr. Sachin Maheshwari: 98106 82700
Website: www.rataindia.com | Email: admin@rataindia.com

MOHALLA MEET held at Advance Ventilation Pvt Limited was attended by 25 members.



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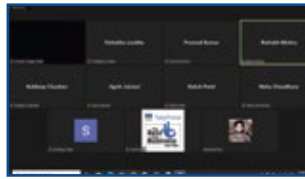


Mr. Sachin Maheshwari
RRC Delhi - President

BASIC OF TALLY - RRC DELHI



RRC Delhi conducted an online Tally webinar for the members and was attended by 25 members and the event was successfully.



COORDINATED BY



Mr. RISHAB MISHRA
Delhi Secretary

RATA NEWSLETTER IS A MONTHLY PUBLICATION AND REACHES OUT TO 1500 MEMBER COMPANIES ACROSS INDIA.

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