

# RATA NEWSLETTER

MAY 2023 / ISSUE 98

## GROWING

your HVAC&R business using community support



BECOME A PROUD RATA MEMBER.



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ENTER THE WORLD OF RATA.



# MESSAGE FROM NATIONAL PRESIDENT



## Mr. Mihir Sanghavi

Dear RATAites,

Hope you all had good business during the month of May. We had multiple activities during the month at RATA.

22 new member companies joined the RATA family across India during the month.

Great programs were conducted across RRCs. Vadodara, Pune, Mumbai, Ahmedabad, Delhi, Chennai, Kolkata details of which are in following pages.

Outstanding Vyapaar Sanmelaan happened this month. 50 registrations and 44 delegates participated with leads of 20 Crores. Shall urge all of you to take advantage of this platform. Please use the RATA app which is specially designed to serve all you members. Details are in the following pages.

At RATA we had an amazing month for advocacy. Vadodara visiting GCCI. Meetings with CEEW, Indo American Chamber of commerce, IMC, FAM and Rajasthan RRC ensuring coverage of activities in print media was icing on the cake.

Great work is happening on all forums with meetings happening at RRC levels. Request all members to please enrol in respective forums and take advantage of the same.

Urge all the members to reach out to fellow members of trade and make them part of the RATA family and strengthen our trade.

Have a great month ahead full of smiles and high energy.




### EDITORIAL TEAM :

Mr. Ajit Panicker / Ms. Savita Pillai

### FOR ANY DETAILS ON RATA CONTACT

+91 77387 48885

### CONNECT WITH US ON SOCIAL

 @rata\_ind  @rata-india  
 @RataIndia  @RataIndia

### FOR ADVERTISING CONTACT

admin@rataindia.com

All committee members details available at [www.rataindia.com](http://www.rataindia.com)

RNC : RATA National Committee  
RRC : RATA Regional Committee

## VADODARA COMMITTEE MEMBERS MET OFFICE BEARERS OF:

Central Gujarat Chamber of Commerce and Industries (CGCCI) had useful meeting and discussed various ways in which we can collaborate with each other.



## RATA APP LAUNCHED



Dear Rataites,

It gives us immense pleasure that our mobile application is now live and active. We believe that this will help all members generate immense business. Request you to kindly follow the below mentioned

### Steps and download the app

RATA App Download & Login Steps (Alternatively search for **My Association App** on the App Store)

Step 1: Download The App From Below Link



For Android:

[https://play.google.com/store/apps/details?id=com.m.yassociation&hl=en\\_IN&gl=US](https://play.google.com/store/apps/details?id=com.m.yassociation&hl=en_IN&gl=US)



For iOS:

<https://apps.apple.com/us/app/my-association-app/id1565765469>

Step 2: Search RATA

Step 3: Enter Your Registered Mobile Number, Once Verified With OTP You Will Be Logged In.



## RRC AHMEDABAD

# MANUFACTURERS MEET



RRC Ahmedabad organized an offline Manufacturing Forum meet on June 12, 2023, at Hotel Cosmopolitan, Ahmedabad. The meet was attended by 45 members from the manufacturing industry.

**The challenges faced by manufacturers were discussed at the meet. These challenges included:**

**Logistics:** The high cost of logistics is a major challenge for manufacturers. This is due to the distance between raw material suppliers and manufacturing plants, as well as the lack of efficient transportation infrastructure.

**Compliance:** Manufacturers face a number of compliance requirements, such as environmental regulations, safety regulations, and labor laws. These requirements can be costly and time-consuming to comply with.

**Need for a Manufacturing Hub:** Members of the manufacturing industry expressed the need for a manufacturing hub for HVAC&R industries in Gujarat. This would help to reduce the cost of logistics and improve access to skilled labor.

**The following programs were discussed for manufacturers in the future:**

**Subsidizing with MSME benefiting:** The government provides subsidies to MSMEs, which can help to reduce the cost of production.

**Technology Transfers:** The RRC Ahmedabad can help manufacturers to adopt new technologies, which can improve efficiency and productivity.

**MSME Program- RXIL, Bill discounting:** The RRC Ahmedabad can help manufacturers to access government programs such as RXIL and bill discounting, which can provide financial assistance.

**RATA Panel consultant for HR laws:** The RRC Ahmedabad can provide consulting services to manufacturers on HR laws, which can help to ensure compliance.

**Certification UL/ISO:** The RRC Ahmedabad can help manufacturers to obtain certification from UL or ISO, which can improve the credibility of their products.

**New factory laws for Manufacturers:** The government is considering new factory laws that would impose stricter regulations on manufacturers. The RRC Ahmedabad can help manufacturers to prepare for these new regulations.

The RRC Ahmedabad is committed to supporting the manufacturing industry in Gujarat. The meet was a valuable opportunity for manufacturers to share their challenges and discuss potential solutions. The RRC Ahmedabad will continue to work with the manufacturing industry to address these challenges and promote growth.



### COORDINATED BY



Mr. Amit Sharma  
Acting President



Mr. Chetan Ingole  
Acting Vice President



Mr. Chetan Shah  
Committee Member

# BUSINESS EMAIL ETIQUETTE



RRC Bangalore successfully conducted an online Webinar on Zoom. An power pack session with Mr. Bharat Balchandani on Business Etiquette, this event was attended by 35 members.



## COORDINATED BY

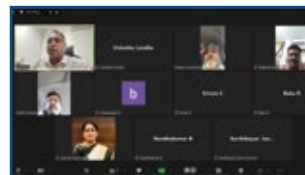
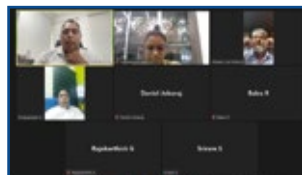


Ms. Deepa Rajganesh  
Program Chair

# STRATEGY TO STANDARDISE RATES FOR INSTALLATION OF AIRCONDITIONERS



RRC Chennai successfully conducted an online Webinar on Zoom on rate standardisation and was attended by 12 members.



## COORDINATED BY



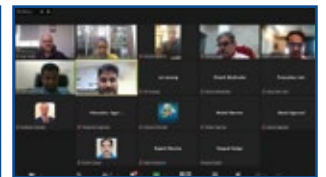
Mr. Sridhar V.  
Chennai - President

# RRC DELHI

## CHAI PE CHARCHA



RRC Delhi successfully conducted an online Chai pe Charcha on Zoom. An interactive session for Delhi members and was attended by 20 members.



### COORDINATED BY



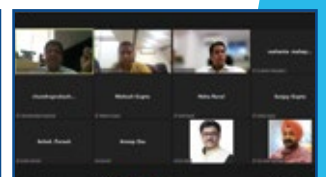
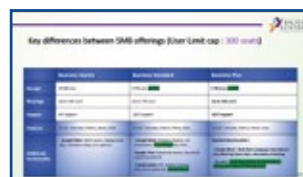
Mr. Sachin Maheshwari  
Delhi - President

# RRC KOLKATA

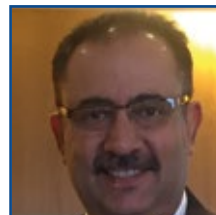
## DIGITIZATION AND TALLY FEATURES



RRC on Kolkatta successfully conducted an online Webinar on Zoom. A Knowledgeable session with Mr. Parth Bhattacharya on Automate your office using G Suite and office 365 it was attended by 25 members.



### COORDINATED BY



Mr. Vishal Kapur  
Kolkatta - Immediate Past President  
National Treasurer



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# QUALITY BRAZING - NEED OF THE HOUR



Rata Mumbai hosted a successful online event on quality brazing on June 12, 2023. The event was conducted by Mr. Sumant Mathure, a master speaker and well-known face in the industry. The event was attended by over 60 members of the Rata Mumbai community.

Mr. Mathure began the event by discussing the importance of quality brazing. He explained that brazing is a process of joining two pieces of metal together using a filler metal that melts at a lower temperature than the base metals. He also discussed the benefits of quality brazing, such as increased strength, durability, and corrosion resistance.

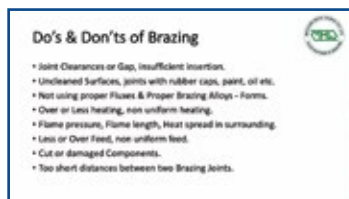
Mr. Mathure then went on to discuss the correct equipment to be used for good quality brazing. He explained that the type of equipment used will depend on the specific application. However, he stressed the importance of using high-quality equipment that is properly maintained.

The event was well-received by participants. They appreciated Mr. Mathure's clear and concise presentation. They also found the information he shared to be valuable.

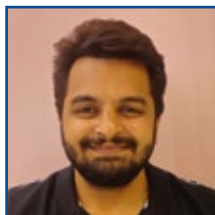
The Rata Mumbai team is pleased with the success of the event. They plan to host more events on topics related to manufacturing and engineering.

## Here are some of the key takeaways from the event:

- Quality brazing is important for increasing the strength, durability, and corrosion resistance of metal joints.
- The type of equipment used for brazing will depend on the specific application.
- High-quality equipment that is properly maintained is essential for producing quality brazed joints.



## COORDINATED BY



Mr. Harshal Padia  
Mumbai - Secretary



Ms. Rinal Vira  
Co Program Chair



## MOHALLA MEET - SESSION 2

**MOHALLA MEET**

Topic : **HOW TO BUILD YOUR ORGANIZATION AND THE BRAND**

Key Point's To Be Covered :

- Team and department making
- Processes (Sales, Service, Stores, T&C, Finance, Accounting, Admin, HR, QA and QC)
- Unique positioning - market differentiators and not Me Too
- HR and talent acquisition SME (Subject Matter Expertise) Training

**TUESDAY 06:00 PM - 08:00 PM**

Language : Hindi & English

Venue : Rata Mumbai

Supported By : **ISHRAE** Mumbai Chapter

REGISTRATION IS ON A FIRST-COME, FIRST-SERVED BASIS. **Only For Members**

Mr. Lavinder Duggal  
HTL, Aircon Pvt Ltd

RSVP - Mr. Siddesh - 77387 45000  
Website : www.ratamumbai.com | Email : admin@ratamumbai.com

Rata Mumbai held its second Mohalla Meet for 2023 on June 12, 2023, at Dadar. The meeting was attended by 40 members and was very informative. Master speaker Mr. Lavinder Duggal gave a detailed presentation on how to build a successful organization and build your own brand. The event was fruitful and one of the longest sessions in a long time, followed by a lot of questions.

Mr. Duggal began his presentation by discussing the importance of having a clear vision and mission for your organization. He then went on to talk about the different aspects of building a successful organization, such as developing a strong team, creating a positive work environment, and providing excellent customer service. He also stressed the importance of branding and marketing your organization effectively.

Mr. Duggal's presentation was very well-received by the attendees, who found it to be both informative and inspiring. Many of the attendees said that they would use the information they learned to improve their own organizations.

The Mohalla Meet was a great success and it is clear that Rata Mumbai is committed to providing its members with the resources and support they need to succeed. We would encourage anyone who is interested in building a successful organization to attend a future Mohalla Meet.

### COORDINATED BY



Mr. Hardik Tanna  
Mumbai - Jr. Secretary



Ms. Rinal Vira  
Co Program Chair



## RRC RAJASTHAN

## PRICE LIST LAUNCHING

**राटा ने जारी की मानक मूल्य सूची**

अजमेर, समाचार अजमेर न्यूज, राजस्थान कमेटी की ओर से रिक्रजेशन और एयर कंडीशनिंग एसोसिएशन (राटा) ने एसी काम के मानक मूल्य सूची जारी की है। इस अवसर पर राजस्थान कमेटी के अध्यक्ष मोहित शर्मा, एसी, पूर्व अध्यक्ष शैलेश बर्मा, आईएनएफएन जुबेरी, एन. राम पंवार, आनंद गुप्ता, नंदा राम, अहमद कुरैशी, अरविंद गुप्ता, सैमान सिंह सहित अनेक उद्योग प्रतिनिधि मौजूद रहे। उपरोक्त सूची जारी करने से पूर्व एयर कंडीशनिंग एक्सपर्टों और उपयोगकर्ताओं से सलाह ली गई है, ताकि वे इसमें उपयुक्त मूल्य सेट कर सकें। इसमें अलग-अलग एसी के लिए मूल्य निर्धारित किए गए हैं। जो उपयोगकर्ताओं के लिए सही हैं। इस सूची के जारी होने से उपयोगकर्ताओं को उचित मूल्य देने के साथ-साथ उन्हें स्पष्ट तरीके से एसी काम की रकमत के बारे में जानकारी मिलेगी।

अजमेर, समाचार अजमेर न्यूज, राजस्थान कमेटी की ओर से रिक्रजेशन और एयर कंडीशनिंग एसोसिएशन (राटा) ने एसी काम के मानक मूल्य सूची जारी की है। इस अवसर पर राजस्थान कमेटी के अध्यक्ष मोहित शर्मा, एसी, पूर्व अध्यक्ष शैलेश बर्मा, आईएनएफएन जुबेरी, एन. राम पंवार, आनंद गुप्ता, नंदा राम, अहमद कुरैशी, अरविंद गुप्ता, सैमान सिंह सहित अनेक उद्योग प्रतिनिधि मौजूद रहे। उपरोक्त सूची जारी करने से पूर्व एयर कंडीशनिंग एक्सपर्टों और उपयोगकर्ताओं से सलाह ली गई है, ताकि वे इसमें उपयुक्त मूल्य सेट कर सकें। इसमें अलग-अलग एसी के लिए मूल्य निर्धारित किए गए हैं। जो उपयोगकर्ताओं के लिए सही हैं। इस सूची के जारी होने से उपयोगकर्ताओं को उचित मूल्य देने के साथ-साथ उन्हें स्पष्ट तरीके से एसी काम की रकमत के बारे में जानकारी मिलेगी।

RRC Rajasthan successfully conducted an offline meet with the members for discussion on price standardisation and the Price list was launched. The event was attended by 7 members.

**RATA**  
THE REFRIGERATION & AIR CONDITIONING TRADE ASSOCIATION  
RAJASTHAN

**Guideline For Good Quality Work**  
Recommended By  
**RATA Rajasthan Committee**

This is a recommended guideline to help customers make a informed choice.

S.No.	Description of work	Rate	Unit
1	Installation of 1.5 TR Split AC	15000	per unit
2	Installation of 2 TR Split AC	20000	per unit
3	Installation of 3 TR Split AC	25000	per unit
4	Installation of 4 TR Split AC	30000	per unit
5	Installation of 5 TR Split AC	35000	per unit
6	Installation of 6 TR Split AC	40000	per unit
7	Installation of 7 TR Split AC	45000	per unit
8	Installation of 8 TR Split AC	50000	per unit
9	Installation of 9 TR Split AC	55000	per unit
10	Installation of 10 TR Split AC	60000	per unit
11	Installation of 12 TR Split AC	70000	per unit
12	Installation of 15 TR Split AC	85000	per unit
13	Installation of 18 TR Split AC	100000	per unit
14	Installation of 20 TR Split AC	115000	per unit
15	Installation of 25 TR Split AC	140000	per unit
16	Installation of 30 TR Split AC	170000	per unit
17	Installation of 35 TR Split AC	200000	per unit
18	Installation of 40 TR Split AC	230000	per unit
19	Installation of 45 TR Split AC	260000	per unit
20	Installation of 50 TR Split AC	290000	per unit
21	Installation of 60 TR Split AC	350000	per unit
22	Installation of 70 TR Split AC	410000	per unit
23	Installation of 80 TR Split AC	470000	per unit
24	Installation of 90 TR Split AC	530000	per unit
25	Installation of 100 TR Split AC	600000	per unit
26	Installation of 120 TR Split AC	700000	per unit
27	Installation of 150 TR Split AC	850000	per unit
28	Installation of 180 TR Split AC	1000000	per unit
29	Installation of 200 TR Split AC	1150000	per unit
30	Installation of 250 TR Split AC	1400000	per unit
31	Installation of 300 TR Split AC	1700000	per unit
32	Installation of 350 TR Split AC	2000000	per unit
33	Installation of 400 TR Split AC	2300000	per unit
34	Installation of 450 TR Split AC	2600000	per unit
35	Installation of 500 TR Split AC	2900000	per unit
36	Installation of 600 TR Split AC	3500000	per unit
37	Installation of 700 TR Split AC	4100000	per unit
38	Installation of 800 TR Split AC	4700000	per unit
39	Installation of 900 TR Split AC	5300000	per unit
40	Installation of 1000 TR Split AC	6000000	per unit
41	Installation of 1200 TR Split AC	7000000	per unit
42	Installation of 1500 TR Split AC	8500000	per unit
43	Installation of 1800 TR Split AC	10000000	per unit
44	Installation of 2000 TR Split AC	11500000	per unit
45	Installation of 2500 TR Split AC	14000000	per unit
46	Installation of 3000 TR Split AC	17000000	per unit
47	Installation of 3500 TR Split AC	20000000	per unit
48	Installation of 4000 TR Split AC	23000000	per unit
49	Installation of 4500 TR Split AC	26000000	per unit
50	Installation of 5000 TR Split AC	29000000	per unit

### COORDINATED BY



Mr. Mohit Sharma  
Rajasthan - President

## RRC PUNE

# BUSINESS STRATEGY



**BUSINESS STRATEGY**  
BUSINESS IS A LONE GAME, YOU NEED SUPPORT TO BUILD IT

If we are into business we need to have Strategy to do the same and increase our profits. To build the Strategy, you need to know the best way to build it. We will see how to build Strategy that help you increase your profitability.

**KEY POINTS:**

- Product/ Service/ Resource/ Customer Segmentation For Better Profits
- 4 Magical Steps Of Innovation For Scalability

**FRIDAY 12.05.23 04:00 PM - 05:00 PM**

You are invited to **zoom**

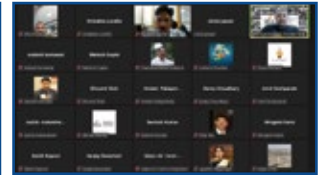
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Password : RATA

RSVP - Mrs. Vahaka : 77387 49987  
Website : [www.rataindia.com](http://www.rataindia.com) | Email : [admin@rataindia.com](mailto:admin@rataindia.com)

**DR. YOGESH PAWAR**  
Founder Of SIL University  
Language : English & Hindi

Reserve Your Seats For The Same Register Now

RRC Pune successfully conducted a knowledgeable online Webinar on Zoom with Dr. Yogesh Pawar (Founder of SIL University) the event was attended by 35 members.



COORDINATED BY



Mr. Vimal Chavda  
Pune - President

## RRC PUNE

# OPERATION EXCELLENCE



**OPERATION EXCELLENCE**  
BUSINESS IS A LONE GAME, YOU NEED SUPPORT TO BUILD IT

Business and Customers go hand in hand, and to increase Business you need to acquire new customers. Just acquiring them is the starting point we also need to retain them, If you have a satisfied customer, how to use references to gain new clients. We will understand the Ideas for it.

**KEY POINTS:**

- Excellence in Service to customer,
- Methods to keep connect with customers and keep records

**SATURDAY 20.05.23 03:00 PM - 04:00 PM**

You are invited to **zoom**

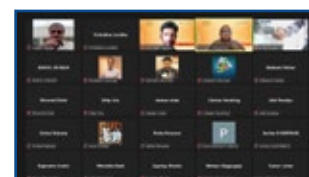
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RSVP - Mrs. Vahaka : 77387 49987  
Website : [www.rataindia.com](http://www.rataindia.com) | Email : [admin@rataindia.com](mailto:admin@rataindia.com)

**MR. SHRIKANT PANGARKAR**  
Management Consultant  
Language : English & Hindi

Reserve Your Seats For The Same Register Now

RRC Pune successfully conducted a knowledgeable online Webinar on Zoom with Mr. Shrikant Pangarkar, the event was attended by 40 members.



COORDINATED BY

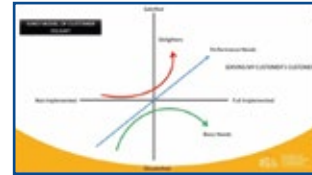


Mr. Vimal Chavda  
Pune - President

# BUSINESS STRATEGY & OPERATION EXCELLENCE



RRC Pune successfully conducted a knowledgeable session 2 online on Zoom with Dr. Yogesh Pawar (Founder of SIL University), the event was attended by 30 members.



COORDINATED BY



Mr. Vimal Chavda  
Pune - President

## NATIONAL

# VYAPAAR SANMELAN



We had an outstanding Vyapaar Sanmelaan this month, with 40 participants from across the industry. The event was a great success, with more than 20 crores inquiries floated and 2 dealership requirements generated.

The event was well-attended by a diverse range of businesses, from small businesses to large corporations. The participants were able to network with each other and learn about the latest trends in the industry. They were also able to meet with potential customers and partners.

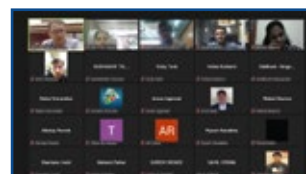
The inquiries and dealership requirements generated at the event are a testament to the success of the Vyapaar Sanmelaan. The event has helped to connect businesses with potential customers and partners, and it has helped to promote growth in the industry.

We are grateful to all of the participants who attended the Vyapaar Sanmelaan.

COORDINATED BY



Mr. Nilesh Patel  
Chair Vyapaar Sanmelaan





## BENEFITS OF MSME SCHEME & PAYMENT RECOVERY

**Off-line Seminar**

**BENEFITS OF MSME SCHEME & PAYMENT RECOVERY**

**Speaker Profile :**

**MR. ARPIT KACHOLIYA**  
FOUNDER & DIRECTOR  
FRESH LEAF ADVISORY PRIVATE LTD.

Mr. Arpit Kacholiya is a law graduate from Nirma University and founder of Sangharsh, an NGO working for the upliftment of underprivileged children and women. He has served as a legal expert in the MSME, microfinance and handled thousands of matters for the Micro Small Enterprise Facilitation Council. He is a founder and director of Fresh Leaf Clover Advisory Pvt. Ltd., which provides assistance to MSMEs in areas of recovery of delayed payment subsidies and Finance.

**Topics To Be Covered :**

- Advantages of registration as a MSME
- Precautions for delay payment
- Sources and methods of payment recovery

**Program Fee:**  
RATA & ISHRAE Members: Free  
Non-Members: Rs. 500/-

**Language :** English & Hindi

**Friday 25th May 2023 07:00 PM onwards**

**Venue :**  
HOTEL PERNADINESH MILL ROAD,  
NEAR URM: CROSSROADS,  
AKOTA, VADODARA

PROGRAM WILL BE FOLLOWED BY LIGHT DINNER

RSVP : Mr. Jigar N Bhalavat (RATA Vadodara President) : 94263 24082  
Website : [www.rataindia.com](http://www.rataindia.com) | Email : [admin@rataindia.com](mailto:admin@rataindia.com)

**Sponsored by:**  
ISHRAE  
Vadodara Chapter

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**SILVER SPONSOR**  
VOLGA WIPACOL CANON

RRC Vadodara successfully conducted an offline event on MSME benefits and methods of payment recovery on June 12, 2023. The event was attended by over 45 members.

The event was conducted by Mr. Arpit Kacholiya, a consultant on MSME issues and former employee in the MSME Council of Gujarat. Mr. Kacholiya has good contacts in the Government of Gujarat in MSME departments.

During the event, Mr. Kacholiya discussed the various benefits that are available to MSMEs, such as loans, grants, and tax breaks. He also discussed the different methods of payment recovery that are available to MSMEs, such as legal action and mediation.

The event was well-received by the attendees, who found it to be informative and helpful. Many of the attendees said that they would use the information they learned to improve their own businesses.

RRC Vadodara is committed to providing support to MSMEs in Gujarat



COORDINATED BY



Mr. Jigar Bhalavat  
Vadodara - President

## MANUFACTURE MEET



RRC Vadodara successfully conducted a Manufacturers Meeting of RATA Vadodara members and the guest of honour was Mr. Mihir Sanghavi (National President)

**The session key points was :**

- A) Refrigerant change implications manufacturing
- B) PLI 2.0
- C) RATA trade dispute redressal forum

COORDINATED BY



Mr. Jigar Bhalavat  
Vadodara - President

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

Advertise in RATA newsletter if you would like to reach out to  
Manufacturers, Contractors, Traders and Sales and Service Dealers.

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For further details please contact Ms. Vishakha Londhe  
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