

RATA NEWSLETTER

SEPTEMBER 2023 / ISSUE 102

GROWING

your HVAC&R business using community support



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ENTER THE WORLD OF RATA.



MESSAGE FROM NATIONAL PRESIDENT



Mr. Mihir Sanghavi

National President RATA (2022-24)

Dear Fellow RATAites,

Greetings! What a fabulous one year we've had at RATA. Starting with Conclave at Delhi and celebrating RATA movement with Conclave at Bangalore with 300+ industry influencers and decision makers under one roof. We had action packed 14 hours of activities with houseful of delegates. Starting with AGM, followed Conclave with addresses from Mr. Mukundan Menon from Voltas, Mr. Sanjay Sharma and Mr. Manjunath from Carrier. Members learnt a lot from success stories of Mr. Bala of ABS Fujitsu and Mr. Chandrakant Patel of Ice Make and takeaways from interactive session consisting of Mr. Mukundan Menon, Mr. Sanjay Sharma, Mr. Kapil Purandhare of Climaveneta and Mr. Madhur Sehgal of Danfoss were outstanding. All the forum meetings have identified key issues to be taken up by RATA for next society year and team is super excited to put plans to resolve them. Special thanks to Bangalore RRC in grand success of RATA Conclave.

Really would like to give a special shout out to all the volunteers for taking RATA to greater heights.

HIGHLIGHTS OF ACCOUNTING YEAR 2022-2023

1. 560 new companies joined RATA movement by taking Membership is up by 50% with cumulative strength of 1750 RATA Company members with 95% companies retaining their membership. This shows the value proposition RATA has to offer.
2. Today cumulative business turnover of these companies is approx Rs.20000 Crores employing more than 70000 employees.
3. 12 Vyapaar Sanmelans created leads of more than 50 Crores in addition to dealership opportunities for members.
4. 3 Opportunity Giver programs by Diakin, Carrier and LG gave inroads to quite a few members as their dealers or component suppliers.
5. MOU with RAMA has strengthened our voice in raising issues with government and also resolving our intra trade issues.
6. Close to 175 programs at 15 different RRCs and 50 forum meetings have given enough opportunities for members for learning, networking and raising their concerns.
7. Trade discrepancy Committee has resolved more than 10 cases helping members to recover their huge outstanding payments.
8. GST concerns of trade was raised with finance minister Smt. Nirmala Sitaraman ji.
9. Empanelment of experts at various RRC levels are in progress to assist members to help with compliance issues.
10. RATA Technician Yojana launched at Mumbai to address acute shortage of skilled man power along with NSDC, TISS and Fun First Global.

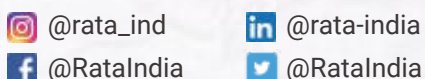
Inshort RATA has taken its UDAAN and would request all of you to reach out to our fraternity to be part of this movement and serve our community.

Looking forward to great society year with high energy and smiles.

RNC : RATA National Committee | RRC : RATA Regional Committee

EDITORIAL TEAM : Mr. Ajit Panicker / Ms. Savita Pillai

CONNECT WITH US ON SOCIAL



FOR ANY DETAILS ON RATA CONTACT : +91 77387 48885

FOR ADVERTISING CONTACT
admin@rataindia.com

All committee members details
available at www.rataindia.com

BUSINESS REACHOUT

A positive meeting with EEPIC India by RRC Delhi
They have lot to offer to all our exporter members.



OFFICE BEARERS OF RATA NATIONAL COMMITTEE



RATA CONCLAVE IS BACK

RADISSON BLU HOTEL, BENGALURU



AGM DURING THE CONCLAVE



SPEAKERS AT RATA CONCLAVE



MANUFACTURER'S FORUM MEET

- Close liaison with MSME Dept in multiple cities and organize a program to apprise members of the latest MSME benefits - Central & State wise
- Enroll interested Exporters with EEPC. Thereafter form an agenda for Joint participation in international exhibitions for 2024, Starting with Mostra, Italy.
- Drive a strong advocacy program to push 45 day payment terms for MSME.
- Empanelment of Experts and consultants (Business & GST lawyer, ISO, Lean consultants etc.)
- Further Webinars (Opportunity Givers, Manufacturers seeking Traders, Business Master class, Buyer- Seller Interaction, Lean Manufacturing Practices, Better Space Management & Material Handling, Certifications, Solar Installations, Compliances, ESG Norms etc.) - ongoing basis.
- Joint participation of HVAC Manufacturers in other Industry exhibitions (such as IHE - Hospitality).
- PLI 2.0 - To be reviewed as and when 50 companies are willing to participate.



TRADERS FORUM MEETING AT BANGALORE CONCLAVE

- Trade Grievance SOP to be shared amongst all traders in respective cities by respective Chair.
- To formulate identification mechanism in conjunction with refrigerant manufacturers & importers to identify genuine refrigerants & differentiate from spurious refrigerants.
- MRP Act (Weights & Measures) - procedures and legalities to be shared amongst traders and importers, local chapters to take lead.



SSD AND CONTRACTORS FORUM MEETING - FULL HOUSE!

- HR Documentation Templates for RATA members to ensure compliance and professionalism.
- Manpower Retention - Labour law policies Information to ensure no deviations and help in Manpower Retention.
- Minimum wage's information state-wise to ensure compliance.
- Insurance Knowledge Sharing including for projects.
- Various field Consultants to be empaneled (GST / HR / Labour) to support RATA members.
- Warranty commission issue with OEMs - costing details to be worked out for few locations and then taken up.
- Contracts commercial terms and conditions - RATA suggested document to be released soon.
- With help from ISHRAE formulate method statements for various activities such as ducting - Insulation - Refrigeration Piping etc. RATA to implement the same.
- Work on increasing scale of the community and take them to next level.



STALLS AT THE CONCLAVE



Mercure Metals and Alloys Pvt. Ltd.
Mr. Mahendra Mehta



M/s Testo India Pvt. Ltd.
Mr. Vimal Chavda



M/S Ishwar Trading
Mr. Akash Varma



Hi-Tech Electric & Refrigeration
Mr. Ajay Bararia



Shravan Ref Air Pvt. Ltd.
Mr. Mulendra Bengani



Astberg Ventilation Pvt. Ltd.
Mr. Tervinder Pal Singh



Caryaire Equipments India Pvt. Ltd.
Nicotra India Pvt. Ltd.
Mr. Sachin Maheshwari



Excel Fluorochem Pvt. Ltd.
Mr. Jigar Patel



Shree Jashraj Enterprises
Mr. Deepak J Gajra



Arihant Electric & Refrigeration Co.
Mr. Ramesh Dudhoria



Fridge House
Mr. M K Prasad



FanAir India Pvt. Ltd.
Mr. Pankaj Jain



Dry All-SAFE A&T Technology Pvt. Ltd.
Mr. Vikash Sekhani



Acrex & Refcold

PANEL DISCUSSION AT RATA CONCLAVE BANGALORE



Interactive session with
Mr. Kapil Purandare | Mr. Mukundan Menon
Mr. Madhur Seghal | Mr. Sanjay Sharma

AWARDS AT RATA CONCLAVE



AWARDS AT RATA CONCLAVE



**MOST ACTIVE TRADER FORUM
CHENNAI**



**MOST ACTIVE TRADER FORUM
BANGLORE**



**BEST OVERALL RRC
MUMBAI**



**MOST VIBRANT RRC
VADODARA**



**MOST PROGRESSIVE RRC
DELHI**



**MOST PROGRESSIVE RRC
VADODARA**

OUTSTANDING EFFORTS IN MEMBERSHIP GEOGRAPHICAL OUTREACH



HYDERABAD



KOLKOTTA



PUNE

CONTRIBUTION TOWARDS MEMBERSHIP



**SAHIL DOSHI
MUMBAI**



**CHETAN INGOLE
AHMEDABAD**



**ASHOK PAREEKH
KOLKOTTA**

AWARDS AT RATA CONCLAVE



CONTRIBUTION TOWARDS
GEOGRAPHICAL EXPANSION
VEMA REDDY - HYDERABAD



CONTRIBUTION TOWARDS PROGRAMS
RISHABH MISHRA - DELHI



CONTRIBUTION TOWARDS PROGRAMS
RINAL VIRA - MUMBAI



CONTRIBUTION TOWARDS
GOVERNMENT OUTREACH
PRITESH SHAH - MUMBAI



CONTRIBUTION TOWARDS
TRADER FORUM
PRADEEP DUGGAR - CHENNAI



CONTRIBUTION TOWARDS
GOVERNMENT OUTREACH
MANISHRAJ TRIPATHI - INDORE



CONTRIBUTION
TOWARDS TRADER FORUM
RAVINDRA DAGA - CHENNAI



RATA GENNEXT AWARD
PRATEEK BEGNANI - BANGLORE



RATA GENNEXT AWARD
HRASHAL PADIA - MUMBAI



CONTRIBUTION
TOWARDS MEMBERSHIP
SHANTILAL SANCHETI - SURAT

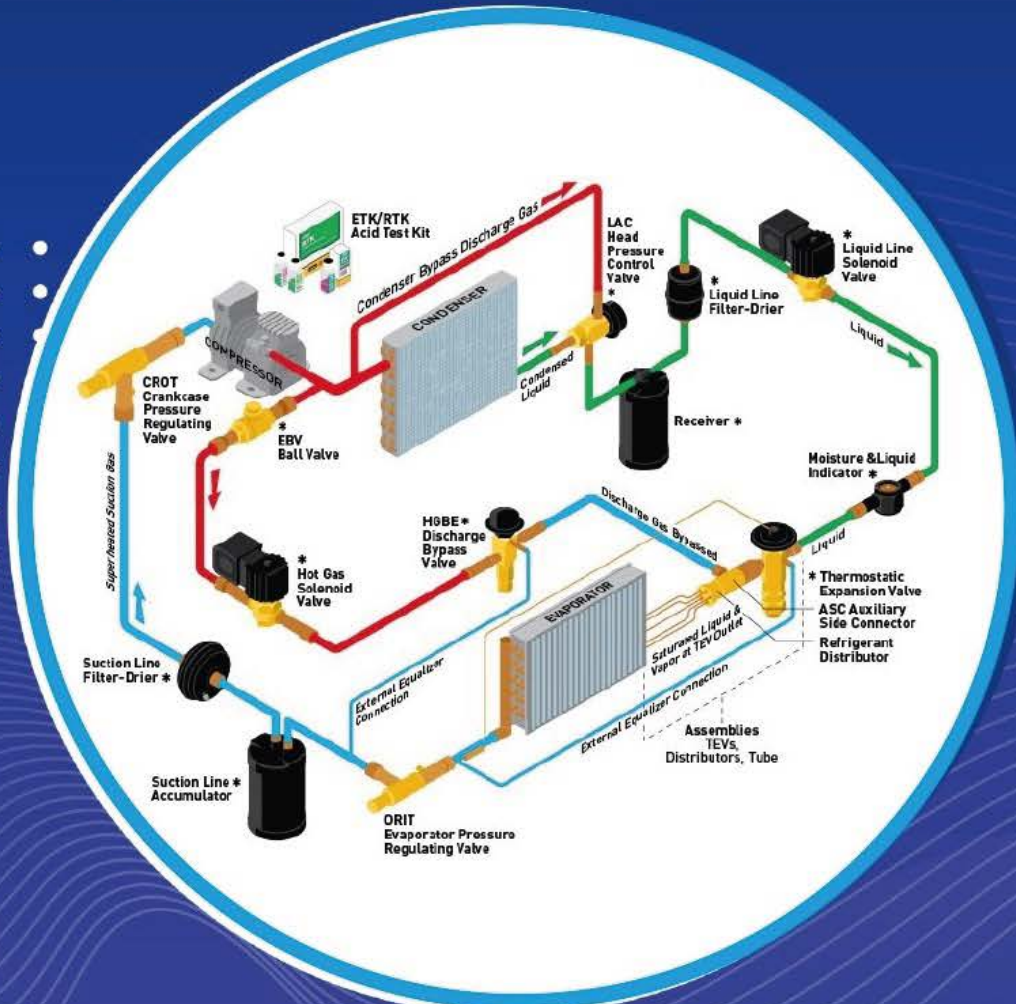
A COMPANY LEAD BY JASBIR SINGH



H. J. REFRIGERATION PVT. LTD.

EVERYTHING IN REFRIGERATION
AIRCONDITIONING & REFRIGERANT GASES

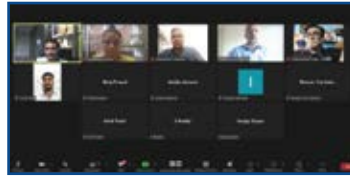
The only place where you will get complete solution for Refrigeration,
Airconditioning, Chilling plants and Building Automation.



NATIONAL VYAPAAR SANMELAN



We had an outstanding Vyapaar Sanmelaan with 20 members participated with a good amount of inquiries floated and requirements of dealership.



COORDINATED BY

Mr. Nilesh Patel
Chair Vyapaar Sanmelaan

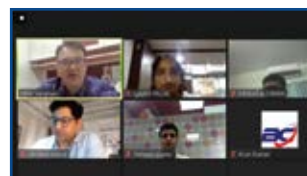
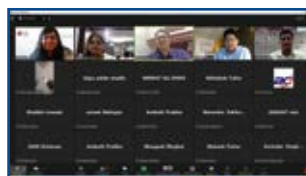
NATIONAL LG SYTEM AIRCONDITIONING DEALERSHIP DRIVE



LG SYSTEM AIRCONDITIONING as a brand see's high potential in tier 2 & 3 cities of India hence had extended support to interested dealers who are members of RATA and predominantly are working in Inverter Compressor & VRF System with experience of 4+ years. Same was conducted on 25th August 2023 on online platform attended by 30+ RATA INDIA dealers.

Online session was driven by National President Mr Mihir Sanghavi along with Sr Management Team of LG SYSTEM AIRCONDITIONING. LG team gave product presentation and also shared the criteria basis on which interested dealer could get in touch with LG CHANNEL TEAM for exploring further business opportunities.

For those who missed attending the session can get in touch with Channel Manager Ms. Rinal Vira +91 86579 49725



COORDINATED BY



Mr. Mihir Sanghavi
President - RATA



Mr. Harshal Padia
RRC Mumbai
Vice President



Rinal Vira
RRC - Mumbai
Co Program Chair

EUROVENT CERTIFICATION



RRC Delhi has conducted an online Eurovent Certification for HVAC for the members and was attended by 90 members.



COORDINATED BY



Mr. Sachin Maheshwari
RRC Delhi - President



Mr. Paryushan Jain
Membership Chair

MOHALLA MEET - FARIDABAD



MOHALLA MEET hosted by Thermadyne team, Faridabad was attended by 25 members.



COORDINATED BY



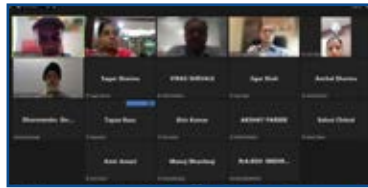
Mr. Sachin Maheshwari
RRC Delhi - President

RRC DELHI

QUALITY MGMT. SYSTEM



RRC Delhi has conducted an online Quality Management System and was attended by 25 members.



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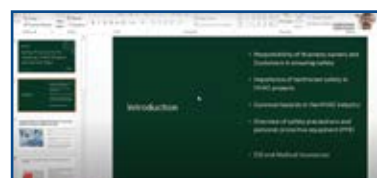
Mr. Sachin Maheshwari
RRC Delhi - President

RRC DELHI

SAFETY PRECAUTIONS FOR HANDLING HVAC PROJECTS & SERVICE TEAM



RRC Delhi has conducted an online SAFETY PRECAUTIONS FOR HANDLING HVAC PROJECTS & SERVICE TEAM and was attended by 25 members.



COORDINATED BY



Mr. Sachin Maheshwari
RRC Delhi - President

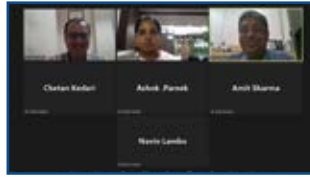


Mr. Rakesh Sonava
Committee Member

TALLY ON MOBILE



RRC Kolkatta conducted a session on how to use Tally accounting software on Mobile and the same was attended by over 25 members.



COORDINATED BY



Mr. Amitabha Sethia
Committee Member

GST - BHUBANESHWAR



RRC Kolkatta has conducted an offline Bhubaneswar meet at, Hotel Excellency Jhunjhuwala Complex and was attended by 40 members.



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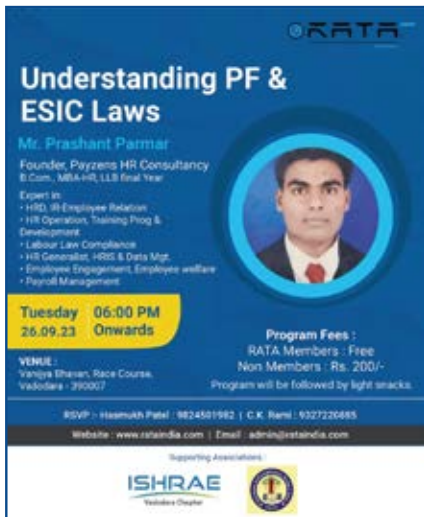


Mr. Navin Lamba
RRC Kolkatta - President

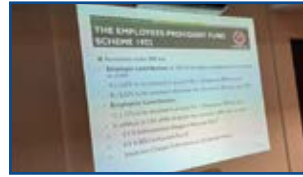


Mr. Ashok
Membership Chair
Kolkatta

MANUFACTURERS FORUM MEETING



RRC Vadodara conducted an offline Manufacturer meet at Vanija Bhavan, Race Course, Vadodara and was attended by 25 members.



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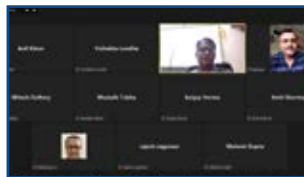


Mr. Jigar Bhalavat
RRC Vadodara - President

SMALL CRM FOR SMALL BUSINESS



RRC Bangalore has conducted an online webinar on USE OF SALES CRM FOR SMALL BUSINESSES and was attended by 25 members.



COORDINATED BY



Ms. Deepa Rajganes
RRC Bangalore - Programme Chair

PAYMENT RECOVERY SAMADHAN PORTAL AND OTHER OPTIONS FOR MSME

ORGANISED BY
RATA
AND INDUSTRIAL POWER TEAM ATLAS

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Payment Recovery Samadhan Portal
and other options for MSME
Discover the power of timely payments!

Unsettled delayed payments can cripple cash flow and hinder growth. Learn how this revolutionary scheme empowers MSMEs by facilitating dispute resolution. Experts will guide you through the process, ensuring your dues are recovered efficiently, boosting profitability, and strengthening your business relationships.

ARPIT KACHOLIYA
FOUNDER & DIRECTOR
Four Leaf Clover Advisory Pvt. Ltd.

Registration Fees: Rs 600
4:30 PM ONWARDS
Followed By Hi Tea And Snacks
Venue: Hotel Treatotel
Sterling Hospital Rd, Memnagar,
Ahmedabad.

THURS
21
SEPT'23

RRC Ahmedabad has conducted an offline Manufacturer meet at Hotel Treatotel as session with Mr. Arpit Kacholiya, attended by 30 members.



COORDINATED BY



Mr. Urvish Shah
Immediate Past President
RRC Ahmedabad
National Secretary (RNC)



Mr. Amit Sharma
President -
RRC Ahmedabad

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.

Charges for monthly Newsletter Advertisement

FULL PAGE INSIDE

Rs. 15,000/- plus GST

Per month advertisement exclusively for RATA Members

FULL PAGE INSIDE

Rs. 16,500/- plus GST

Per month advertisement for non RATA Members

FULL PAGE INSIDE

Rs. 30,000/- plus GST

Exclusively for RATA members for three months paid in advance

FULL PAGE INSIDE

Rs. 33,000/- plus GST

For non members for advance payment for three releases

For further details please contact Ms. Vishakha Londhe
Email : vishakha@rataindia.com | Call : +91 77387 49987

TRADE DISPUTE WITH COOLWELL ENGINEERS

Complaint Recd From - Company Name	City	Against Company Name	City
Auro Engineering Company	Mumbai	Coolwell Engineers	Nashik
Mihir Sanghavi		Nishad Satardekar	
Address : F-119, Ansa Industrial Estate, Saki Vihar Rd, Andheri (E), Mumbai - 400072.		Address : Gate No. 471, Plot No.1, Mangalam Foods Compound, Shaikhed Road, Opp. Uni Deritend Ltd, At Post Shinde Village, Nashik - 422101.	

COMMUNICATIONS INITIATED BY RATA TRADES DISPUTE COMMITTEE			
Date of Communication	Summary of Communication	Current Status	Newsletter Release
10th June 2023	1st mail to RATA & Party for pending Amount.		
15th June 2023	Rata letter to respond explaining the SOP.		
26th July 2023	1st Reminder to Cool well requesting reply.		
19th August 2023	2nd Reminder to Cool well requesting reply.		
8th September 2023	3rd Reminder to Cool well requesting reply.		
18th October 2023	4th Final Reminder to Cool well from Back office informing about the SOP and Rata will publish this information in our next newsletter.		
		Payment of Rs. 68992/- remains as outstanding from (date)	Oct-23

TRADE DISPUTE WITH COOLWELL ENGINEERS

Complaint Recd From - Company Name	City	Against Company Name	City
Volga Freeze	Vadodara	Coolwell Engineers	Nashik
Jigar Bhalavat		Nishad Satardekar	
Address : 001, Ground Floor, Deepam Signature, 12, Sudhanagar Society, Behind Gordhan Thal Restaurant, Jetalpur Raod, Vadodara - 390 005.		Address : Gate No. 471, Plot No.1, Mangalam Foods Compound, Shaikhed Road, Opp. Uni Deritend Ltd, At Post Shinde Village, Nashik -422101.	

COMMUNICATIONS INITIATED BY RATA TRADES DISPUTE COMMITTEE			
Date of Communication	Summary of Communication	Current Status	Newsletter Release
20th June 2023	1st mail to RATA & Party for pending Amount.		
1st July 2023	Rata letter to respond explaining the SOP.		
5th September 2023	1st Reminder to Cool well requesting reply.		
8th September 2023	2nd Reminder to Cool well requesting reply.		
18th October 2023	3rd Final Reminder to Cool well from Back office informing about the SOP and Rata will publish this information in our next newsletter.		
		Payment of Rs. 1,20,905/- remains as outstanding from (date)	Oct-23

TRADE DISPUTE WITH SUPERDEAL ELECTRONICS

Complaint Recd From - Company Name	City	Against Company Name	City
Cruise Appliances Pvt. Ltd. MP	Mumbai	Superdeal Electronics	Madhya Pradesh
Paras Sirohia		Ajay Parpyani	
Address : G-2,Industy House, 23B, Mahal Industrial Estate, Mahakali Caves Road, Andheri East, Mumbai-400093.		Address : D-13 Harishankarpuram Lashkar Gwalior . M.P. 474002 Madhya Pradesh - 474002, India	

COMMUNICATIONS INITIATED BY RATA TRADES DISPUTE COMMITTEE			
Date of Communication	Summary of Communication	Current Status	Newsletter Release
19th June 2023	1st mail to RATA & Party for pending Amount.		
1st July 2023	Rata letter to respond explaining the SOP.		
26h July 2023	1st Reminder to Super deal requesting reply.		
19th August 2023	2nd Reminder to Super deal requesting reply.		
3rd September 2023	3rd Final Reminder to Super deal from Back office informing about the SOP and Rata will publish this information in our next newsletter.		
18th October 2023	4th Final Reminder to Super deal from Back office informing about the SOP and Rata will publish this information in our next newsletter.		
		Payment of Rs. 1044000/- remains as outstanding from (date)	Oct-23



COMMERCIAL CHILL WATER CASSETTE 2023

For the perfect business environment. Cruise Air Solutions.
A collection of seamless integrated in-ceiling air conditioners, With 360° surround-air, This collection lends a sophisticated feel to the most demanding work spaces. Best for Offices, Restaurants, Hotels, Institutes, Hospitals & Large Commercial Spaces.



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VALVE ASSEMBLY



MULTI LAYER
AIR PURIFYING
TECHNOLOGY



360°
AIRFLOW



BUILT-IN WATER
PUMP WITH
PUMPING HEAD



WIDE RANGE
UPTO 1400 CFM



1 Way Cassette



Hi-Wall Unit



Ductable Unit



Valve

CRUISE ELECTRIC PVT LTD. [formerly known as Seagull Cooling Pvt Ltd]

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