

October 2021

Issue 79

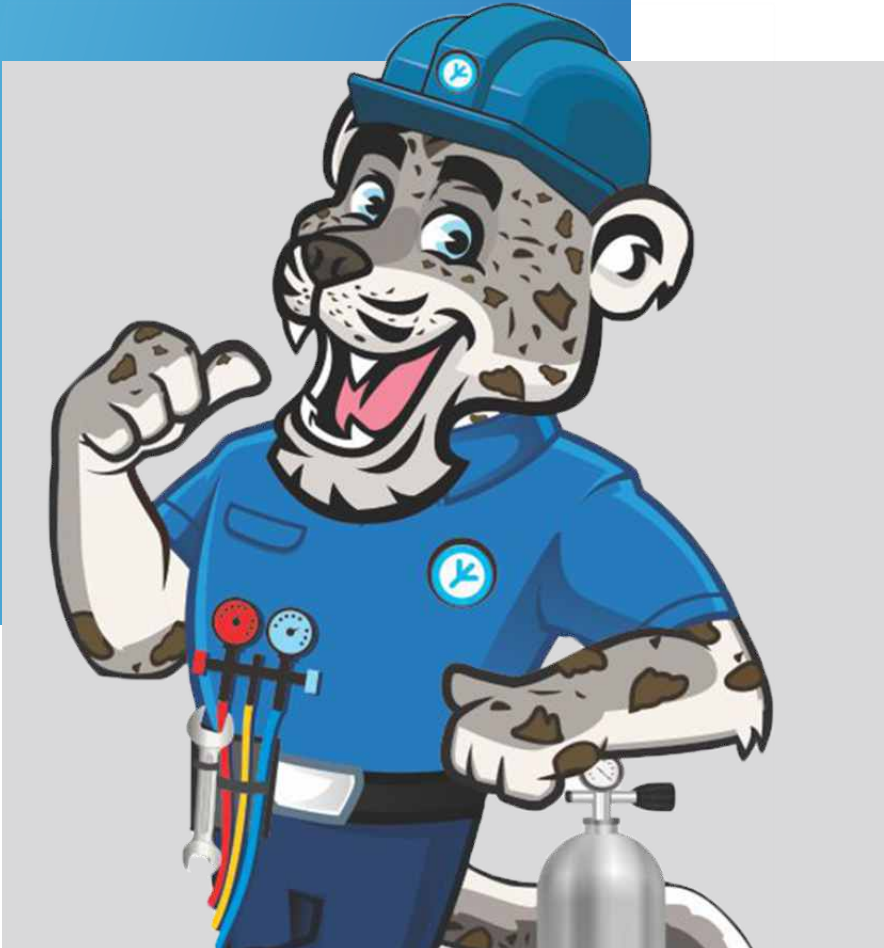
(For Private Circulation Only)



RATATM

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

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Message from National President



Ajit Panicker
National President

Dear Members

Wishing each of you a very Happy Diwali. May the new year bring in prosperity and happiness to everyone in your family.

Our efforts at RATA continue, with the business getting back to normal post covid its tuff to take time out as we did before for RATA activities. I would like to thank all our committee members who continue to contribute in spite of their work pressures. Special mention has to be made of the committees from Mumbai and Ahmedabad which have continued to maintain their focus on membership and the value they bring to their members through programs.

The increase of prices of refrigerants has been an area of concern for all our members and at RATA we intend to take this up with the manufacturers to get a clarification on why these prices have been increasing. During the following weeks, we intent to bring in informative sessions for Sales and Service dealers on how key climate change policy matters could affect their business. Rata members will be informed of these events which they could watch online and also share with their employees. These events will help you prepare your business better and overcome the impacts due to these changes.

RATA was invited to speak at the United Nations meetings of 33 countries on climate change. Events like these ensure our trade gets its fair recognition.



MEMBERS MEETING

RRC AHMEDABAD

The Ahmedabad committee conducted an offline meeting for its members, the event was a huge success with all members meeting since the Covid pandemic



The Mumbai committee has been doing various offline members meetings. The city of Mumbai has been divided into various areas and all members have met at a common place to discuss on challenges and issues they face and strategies on how to resolve the same. This month saw four such local meetings being held and many of our members got together.



Dil ki Baat RATA ke Saath Session – 1

Dil ki Baat RATA ke Saath 1st SSD meet Borivali Group at Malad Shreeji Electronics. at 5 pm.



Dil ki Baat RATA ke Saath Session – 2

Dil ki Baat RATA ke Saath 2nd SSD meet High cool services office at Andheri .at 4 pm.



Dil ki Baat RATA ke Saath Session – 3

Dil ki Baat RATA ke Saath 3rd SSD meet at Eximious Ventures Pvt Ltd, Thane at 5 pm



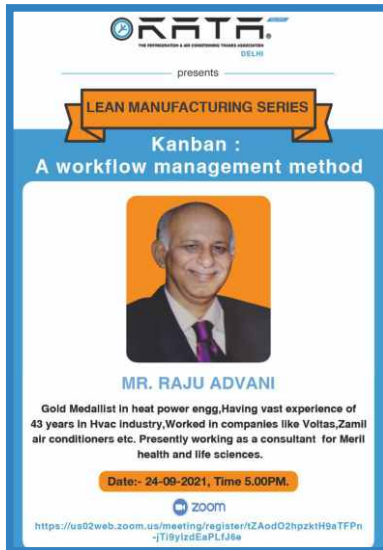
Dil ki Baat RATA ke Saath Session – 4

Dil ki Baat RATA ke Saath 4th SSD meet at RATA Office, Dadar at 5.30 pm.



PROGRAMS THAT HELP OUR MANUFACTURING FORUM

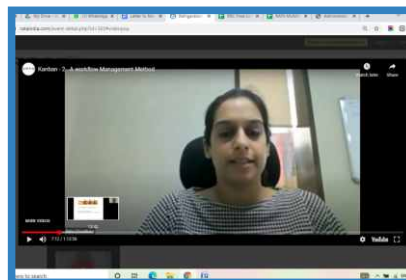
RATA Delhi conducts three programs on Lean Manufacturing. These programs had specialists that shared their knowledge which help our members who are into manufacturing.



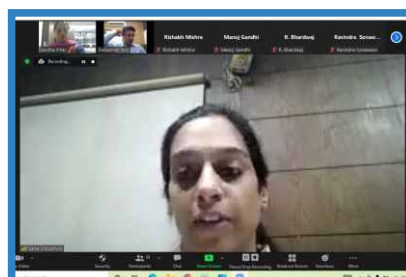
Lean Manufacturing session – 1



Lean Manufacturing session – 2



Lean Manufacturing session – 3



BUSINESS CHUNAUTIYAN

Episode 19 covered an interesting learning on why MNCs acquire MSMEs in



— Presents —

BUSINESS CHUNAUTIYAN

Episode No 19

What MNCs look for while acquiring Indian MSMEs

Join this exciting discussion with three industry leaders from HVACnR industry as they share their insights on the Why? and How? they acquired Indian companies to scale their operations.

WATCH IT LIVE AND ASK YOUR QUESTIONS

YouTube: <https://youtu.be/k47jC4lzV-M>



Prashant Joshi
President
HMX - ATE Enterprises



Ashokdas Damodaran
Managing Director
Systemair



Devraj Singh
FlaktGroup
Managing Director

Saturday 30th October 2021, 5.00 PM

In conversation with

Mr Ajit Panicker, RATA National President
Mr Sachin Maheshwari, Chairperson- RATA MFG Forum



SESSIONS THAT HELP MEMBERS TRAIN THEIR EMPLOYEES

RRTA
THE REFRIGERATION & AIR CONDITIONING TRADERS ASSOCIATION
PUNE

ISHRAE
Pure Oxygen
Pune Chapter

presents

CYBERSECURITY & AWARENESS

ONLINE WORKSHOP Session - 2

General Content:
*Data online more is the threat
*Commercial transactions online more is the threat
But this is the way to future
So here's a chance to learn About cybersecurity and some DIY's



Mr. Rajas Pathak
Co-founder @ Securia InfoSec LLP

Agenda:
1. Introduction to the Subject
2. Basic Cybersecurity Assessment of Personal IT
3. Basic Cybersecurity Assessment of Professional IT
4. Discussion on Corrective Measures
5. Q & A



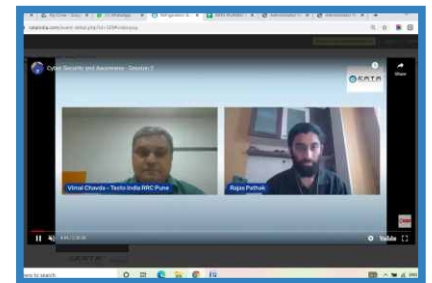
Takeaways:
After attending this webinar, the attendees will be able to conduct a basic cybersecurity assessment on their own.

Date:- 08-10-2021, Time 3.30 pm to 4.30 pm

<https://youtu.be/uOWC2Xla8Dc>

RRC PUNE

Pune Committee conducted an online session on Internet security




RRTA
THE REFRIGERATION & AIR CONDITIONING TRADERS ASSOCIATION
KOLKATA

ISHRAE
Kolkata Chapter

"PRESENTS A WEBINAR ON"

UNDERSTANDING THE REFRIGERATION CYCLE



Mr. Pradeep Mishra

Mr Pradeep Mishra has more than 15 year of rich experience in achieving faster Product Development, Quality Systems, Production Management, Project Management.

Presently Performing as Head of Manufacturing Engineering with Dry All – SAFE A & T Technology Pvt. Ltd.

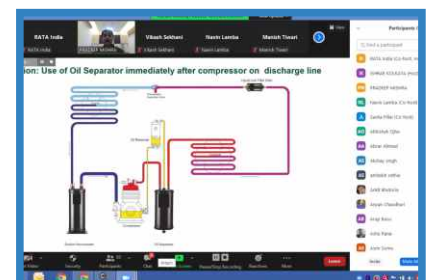
He is actively engaged in multiple project and has deep expertise in the area of Refrigeration Cycle.

Date:- 28th October 2021, Time 6.00 PM to 7.00 PM

Register in Advance For This Webinar:

RRC KOLKATA

Kolkata Committee conducted an online session on Understanding the refrigerant Cycle for its members




RATA
THE REFRIGERATION & AIR CONDITIONING TRADES ASSOCIATION
BANGALORE ONE

ISHRAE
Bangalore Chapter

presents

ONLINE WEBINAR

Winning in Selling



Mr. C. Subramaniam he Has been in this field for the past 38 years and has served as Senior Trainer in his previous assignments and has delivered a lot of training programs in various aspects covering technical, sales, applications, counsellor selling and Six Sigma.

Mr. C. Subramaniam
Alumnus of IIT, Madras
LEED FELLOW
Principal Consultant
at SSS Consultants

Subbu is Presidential Member of ISHRAE & member of ASHRAE, IGBC & FSAI.

The webinar highlight on:

- Boost you bottom line by 25%
- Convert every No into a "New Opportunity"
- Close more Sales than ever
- Transform your sales people to **BUYING CONSULTANTS**

Date:- 30TH October 2021, Saturday, 11.00 AM

WATCH IT LIVE AND ASK YOUR QUESTIONS

RRC BANGALORE

Bangalore Committee conducted an online session on the tips of Selling.



MEMBER NETWORKING SESSIONS

VAYPAAR SANMELAN

RATA
THE REFRIGERATION & AIR CONDITIONING TRADES ASSOCIATION

presents

★ ONLY FOR RATA MEMBERS ★



VYAPAAR SANMELAN

MILO MILAO, VYAPAAR BADHAQ!

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/j/7c33x0zG5dP8l_c

Wednesday 20th Oct 2021, 04:30 PM onwards

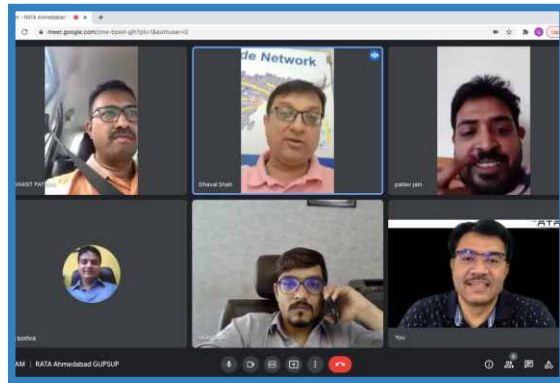
After registering, you will receive a confirmation email containing information about joining the meeting.

RATA NATIONAL committee conducted the monthly B2B networking session to help members network and grow their business across India.



RRC AHMEDABAD

RRC Ahmedabad did a networking session for their members



RRC INDORE

RRC Indore conducted a meeting to help members network and resolve issues.



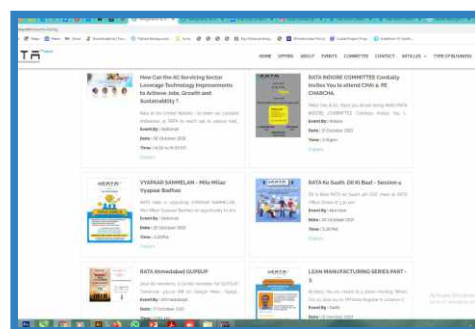
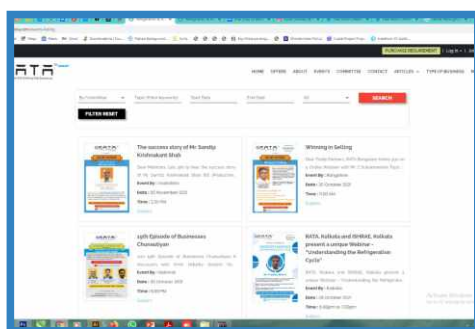
KNOWLEDGE SESSIONS

RRC VADODARA

Vadodara committee conducted an online business sharing of a successful entrepreneur from their city to help members learn from each other



The rata website has the recording of all the events done by RATA under the events sections .Please use these events to train your employees and improve their skills .



<https://www.rataindia.com/events-listing>