



(FOR PRIVATE CIRCULATION ONLY)

REFRIGERATION AND AIR CONDITIONING TRADES ASSOCIATION - SOUTH INDIA

RATASI NEWSLETTER

AUGUST 2017 (ISSUE 1)

RATASI NEWSLETTER

1st

Issue

TOGETHER FOR A GREENER, COOLER TOMORROW

From the President's Desk

Dear Reader,

On our first news letter launch, I take immense pleasure to congratulate every member of RATASI for their active participation and the way all the members have had faith in our team , that we are able to start this endless journey.

RATASI, being one of the oldest associations of South India, brings together people from the entire industry (mainly the traders community) giving them a platform to accomplish their common goals with good trade practices and by achieving success with environment friendly technologies.

With cricket and badminton tournaments we tried to create a friendly environment amongst the members and with Two GST seminars we tried to update ourselves to face the biggest challenges of the current period.

In today's scenario I feel the biggest challenge post GST would be that, a lot of organized sectors will see GST as an opportunity to come to our sector. It is until and unless we stand together united as a family , it will be difficult for us to face the challenges. So I take this opportunity to invite other traders to become a RATASI member to make this association stronger and not to compete with each other, rather become organized to face any type of situation in the coming future.



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GST How bumpy can it get! :

Finally, the largest tax reform in the world, in scale, size and complexity was launched with fanfare on the midnight of 30th June, 2017. The government has drafted a beautiful act which NO nation can ever fathom. A huge credit to our bureaucrats for thinking of the unthinkable. You can imagine where nearly 50% of the population maintains manual records and nearly 60% of the population does not have access to broadband facilities, we have an all powerful GSTN which is estimated to process 3.5 billion transactions a month. India is one of the lowest ranked country from an infrastructural perspective and to implement such a change we need a revolution. We are going to witness how the clothes of Amitabh Bachchan are going to fit into Amjad Khan, or, how a Maruti 800 engine drives a Rolls Royce.

These are early stages and as we move forward we can expect that the government will make quick changes to the laws through various notifications and improved connectivity. In GST, all persons would be treated equally whether you are a Proprietor or a MNC, you would have the same level of compliances if your turnover exceeds 75 Lakhs. It needs to be seen how the compliances would be coped up especially in the 'B' and 'C' towns.

The myth of Single Rate continues to haunt, however, we have become successful in implementing a Single Tax rate for a product/service, across the length and breadth of the country. The transportation time would reduce by nearly 70% due to the removal of check-posts across borders and this will significantly increase the business across the nation. The compliant assesses should see their business incomes and profits swell. However, for traders who enjoyed benefits under the garb of non-maintenance of stocks, will have to fall in line or fall out. All invoices are to be uploaded HSN Code wise so the “system” now knows what you buy and what you sell. No longer can Horses be traded for Donkeys!

As a country, we need to change our mind-set towards the taxation system and get into an auto mode where all taxes are collected and paid in time. The nationalist flavour is not in shouting slogans and doing dharnas, as traders we need to ensure that there is no evasion. The government also is trying to make things easier for compliant assesses. There is a grading system similar to the Crisil score, where everyone can see how compliant you are in terms of paying taxes and filing returns, more compliant you are, more business you can expect. So let's build a compliant society and take India to new heights. Let's welcome this mammoth change positively.

Jai Hind !

Vinay Bachhawat





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GST Transition Provisions:

Whenever a change is introduced, however small it may be there is bound to be some inconvenience. GST is a major change. The government has tried its best to keep things as simple (given our business complexity) to navigate through the change.

While the current excise paying manufacturers benefit directly from the reduced compliances, the non excise or units claiming exemptions would have to undergo a major upheaval. Also, the scenario changes massively for traders. The small traders who procure their goods from dealers and other distributors do not have the benefit of claiming the full excise, hence their cost of goods in hand increase significantly with the introduction of GST. In the initial period for 3-6 months, we can expect the prices of all goods especially spares and other commodities to increase, however post this period once the market stabilises the rates of goods should head South.



Some of the important Transition provisions from a trading perspective are

1. Input credits - Section 167

- ✓ Taxable person (other than the person opting for Composite levy) shall be entitled to take the credit on the amount of CENVAT credit carried forward in the Last return filed under old regime (i.e. return preceding 01-July-2017).
- ✓ This enables to utilize the unutilized input credit under CENVAT Credit Rules, 2004 and the State Level VAT Acts.

Conditions to be fulfilled :

- ✓ Only the credits carried forward in his last return will be allowed as credit .
- ✓ Such credits should be admissible as input tax credit under the old regime AND as well as under GST regime.

Recommendation : It is advisable to carry forward all the unutilized credits which are admissible in the old regime even though the taxable person is not sure whether it is admissible under GST regime. Later the taxable person shall claim only the credits which are admissible under GST regime

2. Inputs Held in stocks (In case of such supply is taxable under GST Regime) section 169

Person eligible for such input tax Credit :

- ✓ Person not liable to be registered under old law;
- ✓ Manufacturer of exempted goods;
- ✓ Person providing works contract service and availing abatement;
- ✓ First/second stage dealers.
- ✓ Credit is available only for Inputs held in stocks and semi-finished goods held in stock as on 01.07.2017.

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Conditions:

- ✓ Such inputs and goods are used or intended to be used for making taxable supply under GST regime. Reduction in price charged to the recipient.
- ✓ Such taxable person is an eligible person to take input credit under the GST law.
- ✓ Such taxable person is in possession of invoice and or other prescribed documents.
- ✓ Invoice or other document should be within 12 months from the 01.07.2017.
- ✓ Supplier of service is not eligible for any abatement under GST law.



Recommendation:

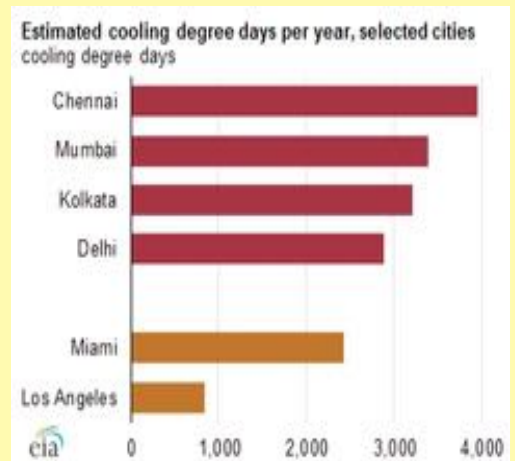
- ✓ Prepare stock summary as on 31.06.2017 (for the period 01.07.2016 to 31.06.2017).
- ✓ Prepare the list of stock for which input credit unclaimed by reconciling the stock summary with return details filed for the period.
- ✓ Such unclaimed credit on stock can be taken in the electronic credit ledger.
- ✓ Excess claims will be recovered as arrears of tax under GST law.

Air Conditioner Sales Are Booming

A new study from Lawrence Berkeley National Laboratory highlights the enormous potential growth for air conditioning in India.

Globally, 2017 will likely end up one of the three hottest years on record. Nowhere does this matter more than India, where temperatures last year in Rajasthan reached 51 degrees Celsius. By any measure, India is one of the hottest countries in the world. Chennai, Mumbai, Kolkata, and Delhi all rank among the top 10 hottest large cities globally, as measured by cooling degree days.

Not surprisingly, air conditioner sales in India are booming. Only 5% of households in India currently have air conditioning, but this is poised to increase dramatically as incomes rise and air conditioners get cheaper.



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Danfoss India to double localisation level by 2020

The Indian subsidiary of Denmark-based heating, ventilation and air-conditioning major Danfoss, Danfoss Industries India, is aiming to double the localisation percentage in new products in the next three years. “We recently introduced seven new products in industrial refrigeration. They have a localisation level of 15-16%,” said Ravichandran Purushothaman, president, Danfoss Industries India. “Our target is to double it in the next three years.”



Danfoss India, producers of controls and industrial refrigeration, have increased their localisation levels in the controls segment from 40% to 60% in the past three years. They are now focussing on bringing a similar change in the industrial refrigeration segment.

Danfoss claims that the penetration level of refrigeration in India is 5-6% against 40% in China. Similarly the penetration level in air-conditioning is a meagre 10% compared to 40-60% in other parts of the world.



“We are bullish on India. We would like to use the Make-in-India opportunity to increase the localisation percentage from the current level. The penetration of certain products in India such as refrigeration and air-conditioning is low compared to China and other parts of the world. We would like to build an ecosystem of suppliers to increase localisation,” he said.

DID YOU KNOW???

REFRIGERATION PIONEERS WERE JUST TRYING TO KEEP THEIR BOOZE COLD.

James Harrison, a Scottish-born journalist, invented the first functioning refrigerator in the 1850s using ether. According to Jackson, he used it to chill beer. Decades later, a French monk would get the credit for the world’s first domestic refrigerator. In 1911, General Electric acquired the rights to Abbé Marcel Audiffren’s electric refrigerator, which he had made to chill wine. GE sold its model for \$1000, about twice the price of a car at that time.



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UAE - Based Company to Launch First Solar Powered A/C Bed

Dubai: A UAE-based company claims to have developed the world's first solar powered A/C bed, which aims to hit Asia and Middle Eastern markets by the first week of December 2017. The project has been developed by Aries International Maritime Research Institute (AIMRI), in association with Aries International Interiors, an interior designing and technical consultancy company in Middle East and India.



The architect emphasized that the solar A/C bed will consume only 20 per cent energy compared to normal A/C system, pointing out that the product will play a major role in cutting down the rising energy costs.

“Conventional air conditioning system accounts 25-70 per cent of household's annual energy expenses. Today 90 per cent of consumers rely on plant made electricity,” said Sohan Roy, a Naval Architect who created the idea. He pointed out that it is time to adapt solar energy in order to save the environment from the dangers of global warming. Sensing the huge demand for renewable energy products, AIMRI developed the concept of solar powered A/C bed after years of research and development.

The solar A/C bed will be made available in 0.25 and 0.3 Ton capacity and will run on R-134A refrigerant. The system will be insulated with transparent acrylic. It will also consist of a 2000W poly crystalline solar panels, four 12V 150AH batteries and a 2KVA MPPT solar inverter. With flexible inlet and outlet ducts and rollers, the beds are designed to be portable and run efficiently in all climate conditions. The maintenance costs are expected to be low and the A/C will be capable of running on normal electricity too.

“We are providing solar A/C bed with 25 years warranty for poly crystalline solar panels and two years warranty for solar integrated inverter. It is eco-friendly, economical, easy to use solar system, which will manage light duty equipment at home. It is easy to assemble and dismantle the bed frame. The main advantage is that bed frame can be attached to existing bed,” explained Roy.

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Havells announces closure of Lloyd deal

The successful completion of Havells India Limited's acquisition of Lloyd Consumer Durable Business Division (Lloyd Consumer) was announced recently.

The acquisition was executed through internal accruals and cash balances at an enterprise value of Rs. 1,600 crore on a debt free cash free basis. The acquisition includes the consumer business infrastructure, distribution network, people including and not limited to absolute, exclusive ownership and right to all intellectual property of Brand Lloyd, trademark, logo, goodwill and attendant rights.



With this, Havells will mark their entry into the consumer durables business currently estimated at Rs. 96,000 crore with a double digit growth rate due to increasing urbanization, low penetration levels and the aspirational and expanding middle class.

"Lloyd has, over the last decade, built a brand, distribution and service network to provide a comprehensive experience to its consumers. It is among the top 3 brands in air-conditioners' category with a well-entrenched national network in Tier I and II cities. The brand has expanded into TVs and Washing machines as well," a company statement said.

Anil Rai Gupta, chairman and managing director, Havells India Limited, said, "The acquisition will help us to gain foothold in the high growth consumer durable segment and serve our esteemed consumers with a wider product range. We are excited by the opportunity ahead and dedicate this acquisition to the aspirational young and dynamic Indian."

DID YOU KNOW???

THE FIRST REFRIGERATORS WERE HUGE.

In the latter part of the 19th century, a fridge could weigh 5 tons. (They were too big to install at home, obviously.)

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Blue Star partners with Comfort Solutions in Sri Lanka

India's leading air conditioning and refrigeration company, Bluestar has announced its partnership with Comfort Solutions as the official distributor in Sri Lanka for its Unitary Products range comprising room air conditioners, floor standing air conditioners, water coolers, cassette air conditioners, deep freezers, ice cube machines and bottled water dispensers.

Currently the Sri Lankan AC&R market is estimated at USD 50 million with 15% per annum expected growth. Blue Star's leadership of close to 75 years in the Air Conditioning and Refrigeration industry in India will be a great advantage going into the deal. The proximity between the two countries facilitating speedy and cost-effective logistics and the free trade agreement (ISFTA) between India and Sri Lanka makes it ideal for the company's foray into the country. Blue star, along with comfort solutions, offers a wide range of eco-friendly and energy-efficient room air conditioners and cassette air conditioners, both in fixed speed and inverter technology.



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Tata Motors, Mahle to Develop Air-Conditioning Systems

NEW DELHI: Tata Motors Ltd, one of the worlds largest automobile manufacturers, along with MAHLE, one of the world's largest suppliers to the automotive industry, together will develop the first United Nations prescribed mobile air conditioning systems. The project envisages use and trial of environment friendly, low global warming potential.

A Tata utility vehicle will be used as a prototype for the first installation of the eco-friendly cooling system. The system will be tested on Indian roads towards the end of the year. The long season of hot and humid weather and stop-start traffic conditions will prove ideal for a secondary loop air conditioning system.

A Tata vehicle based on a new generation platform for utility vehicles, consisting of a more complex architecture with front and rear air conditioning system, has been selected for this joint development programme.



“We are the first OEM in India who is developing and evaluating an SL-MAC system on a car, using environmentally friendly refrigerants. We are delighted to work with class-leading global suppliers like MAHLE and institutions like IGSD to contribute to the United Nations Environment initiative,” said Tim Leverton, Chief Technology Officer, Tata Motors.

In the next stages, the anticipated environmental and cost advantages will be measured. In the new system, the alternative refrigerants first cool a secondary coolant, which in turn cools the air to comfortable temperatures inside the cabin. This is in contrast to the conventional mobile AC system, where the cabin air is directly cooled by the refrigerant.

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Voltas, Arcelik to set up \$100 million consumer durable JV

Air-conditioner maker Voltas and Turkey's Arducth have agreed to set up a joint venture company in India with equity capital of USD 100 million, marking the former's foray into consumer durables sector. The new company to be incorporated in India will be an equal partnership joint venture.

The proposed JV will launch refrigerators, washing machines, microwaves and other white goods and domestic appliances in India. "Consumer durables is a logical extension for Voltas and we are delighted to be forming this joint venture with Arcelik. The Voltas-Beko partnership will also leverage the well-known brand and distribution strengths of Voltas, and we will work towards establishing the joint venture as a market leader for consumer durables in India," Tata Sons Director and Chairman of Voltas Ishaat Hussain said.



Voltas is the market leader for residential air-conditioners in India, with over 20 per cent market share. The JV will leverage the brand presence, sales and distribution network of Voltas. "The JVC will have an equity capital of USD 100 million, and Tata Investment Corporation Limited (TICL) and Koç Holding (KOC) will also hold 1 per cent equity stake each, in the new Joint Venture," the statement said.

Arcelik has been selling home appliance under Beko brand name in Europe for the past 7 years. It will bring to the JV its R&D and manufacturing specialty along with product range and global sourcing capabilities. "The brand is the market leader in the UK. The complementary strengths of the two partners will help build a sustainable consumer durables business in India," the statement said. The JVC will set up a manufacturing facility in the country, and it will also source products from Arcelik's global manufacturing facilities and vendor base.

"Given the accelerating shift of global economic power to Asia, this joint venture will be a critical step for Beko's growth in the region. India stands out as an important opportunity window as it offers a great potential with its 1.3 billion population," President of Consumer Durables Group of Koç Holding, Fatih Kemal Ebiclioglu said.

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EXHIBITION CALENDAR

EVENT	LOCATION	DATES
International Fresh Air System, Purification Expo	Beijing, China	Aug 31- Sep 2, 2017
BANGKOK RHVAC 2017	Bangkok, Thailand	Sep 7 - 10, 2017
India Cold Chain Show 2017	Mumbai, India	Dec 12 - 14, 2017
AHR Expo	Chicago, USA	Jan 22 - 24, 2018

CRICKET TOURNAMENT

RATASI's annual cricket tournament has been a resounding success and has completed 3 consecutive years. It has been the flagship event with maximum participation from all members and sponsors. 6 teams took their players including employees of members, through rigorous early morning practice sessions and weekend friendly matches. On tournament day, close to 100 spectators watched as the players gave their best to take the cup home. Special congratulations to Team RAT (Refrigeration and Allied Traders) who have been the consistent winners in all three tournaments so far.

Every year the support from members and the excitement of players seem to increase. It is a perfect example of how healthy competition has rendered some amazing results. Members come closer and know each other better through the tournaments. On the tournament day we have families and older members coming out to support the teams and interacting with each other like a very big family. It is one of the programs where RATASI has achieved everything that it was set to achieve and then some more.





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BADMINTON TOURNAMENT

Following the grand success of the Cricket tournament and based on member feedback, the Badminton tournament was initiated in 2016 and has completed 2 successful seasons.

The Badminton tournament was open to the family of RATASI members making it a more fun and casual event. Separate categories like mens, womens, doubles, mixed doubles and kids were arranged so that every participant thoroughly enjoyed the day and played to their heart's content. This has led to deeper relationships among members and will pave the way for easier transitions as future generations get involved in the trade.



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TECHNICAL SEMINARS

RATASI has continuously strived to deliver technical seminars and training sessions to its members. In the past year alone, we have had seminars by reputed manufacturers like Emerson, Asmon, Microtek etc.

GST is the biggest tax reform the country has ever faced and RATASI has gone to extreme lengths to make sure its members are well prepared for the transition. There have been multiple seminars and training sessions by reputed personnel from the accounting fraternity. Members are also updated constantly through e mail communications and whatsapp groups on HSN codes and tax rates applicable for various products in the trade. We believe that our members are well prepared to face the challenges of GST transition and will come out truly benefitted from the tax reform.



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RATASI and RATA MOU

On 26th February, 2016, the Refrigeration and Air-Conditioning Trades Association of South India (RATASI) and the Refrigeration and Air-Conditioning Trades Association (RATA) officially signed a Memorandum Of Understanding (MOU). The MoU was signed by Mr. Ajay Nahata (President, RATASI) and Mr. Parasmal Sirohia (President, RATA). RATA was established in 1949 for the development of Air conditioning Refrigeration Trade in India with its head-quarters in Mumbai. Its similar objectives and areas of interest with RATASI make this MoU critical to future collaborations. The salient features of the MoU are:

1. To create a common platform to share knowledge and help their members learn from industry experts from both the associations.
2. To exchange information on the latest developments in areas of common interest and jointly work on conducting programs in the field of HVAC&R at possible occasions
3. To tackle industry concerns like climate change, environmental responsibility, energy efficiency and sustainable workplaces and to set up joint committees for this purpose if necessary.

This MoU will facilitate in initiating mutually beneficial programs in the future through formation of committees

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