

R.Muthu Krishnan
Vice President - Chennai

REPORT OF VICE PRESIDENT FOR THE QUARTER ENDING

A. Names of the Affiliated Associations under your jurisdiction.

The Madras paper Merchants Association – Chennai
Karnataka Paper Merchants & Stationers Association – Bangalore
The Sivakasi Paper Merchants Association – Sivakasi
Paper and Allied Merchants Association – Coimbatore
Salem Paper & Allied Traders Association - Salem

B. Whether you have visited any of the Association during the Quarter, if not reasons.

After the AGM OF FPTA at Coimbatore, The Karnataka Paper merchants and stationers association had invited the FPTA president and I attend their AGM held at **Bangalore** on **23.08.2015**.

I attended the AGM along with our FPTA president and interacted with them.

1. During my speech at the Bangalore meeting, I elaborately explained various business ethics and made to note that,
2. Importance of unity among traders
3. Be frank and friendly with associated members and traders
4. The importance of collecting interest on overdue bills, while we are paying interest to our principles and bankers.
5. Creating profile about customers via KYC form for security purpose
6. Exchanging creditworthiness of customers to the members
7. Necessity of fixing credit limit for every customer based on their net worth.
8. Extending business to multiple customers with some credit limit instead of dealing with huge business with few customers
9. Members to be educated, help must be provided in legal matters like arbitration.
10. Necessity of sending monthly report to FPTA

11. Insisting the members to maintain proper records, the importance of written communication and proper documentation
12. Necessity of fixing credit limits and credit period
13. Association has to advise the members to maintain purchase order, delivery note and invoice as records
14. Importance of propaganda against **paperless campaign.**

And I circulated a printed hand bill namely **“why we have to use Paper”** Which explains that paper usage is more economical and environment friendly, comparing to electronic media.

Finally I had given some details about the paper and its properties.

The meeting was very purposeful and our president conducted a question and answer session in the after noon.

On second leg of the programme, I attended the AGM of 'Paper and allied Merchants Association', **Coimbatore** along with our FPTA president on **20.09.2015.**

At the outset, I thanked the members of the association for having arranged the AGM of FPTA in a neat and perfect manner.

I appreciated their unity and successful planning.

I remembered the well planned and organized manner of the activities of their Assn. with the help of our FPTA president.

It is my candid opinion that we have to change our business style and start some allied business.

Without changing our style we can't survive.

I noted few points that

1. The importance of collecting interest on overdue bills, while we are paying interest to our principles and bankers.
2. Necessity of fixing credit limit for every customer based on their net worth. Extending business to multiple customers with some credit limit instead of dealing with huge business with few customers
3. Insisting the members to maintain proper records, the importance of written communication and proper documentation

4. Necessity of fixing credit limits and credit period

And I have circulated a printed hand bill named “why we have to use Paper” which explains that paper usage is more economical and environment friendly comparing to electronic media.

We have to follow the customers after the sale, like corporate companies. we can also provide sales after service by the way of improving the quality of paper , attending the complaints for that paper which we have supplied, to minimize wastage by giving the required size with minimum wastage and required Gsm.

On 20.09.2015 I attended the AGM of **Salem** paper and allied traders association along with FPTA president.

In that meeting I had given some points about the trade and FPTA

1. The importance of regular Managing committee meeting
2. Necessity of increasing association activities
3. The importance of educating the members and to maintain proper business documents/records.
4. I insisted the audience to print on the note books which they are manufacturing as

Paper is environment friendly and it is biodegradable , recyclable and we are not destroying the forest by the way of cutting trees for wood pulp and mills are getting wood pulp from their own forest which was cultivated by the them.

5. The importance of collecting interest on overdue bills, while we are paying interest to our principles and bankers.

6. Necessity of fixing credit limit for every customer based on their net worth. Extending business to multiple customers with some credit limit instead of dealing with huge business with few customers

On 26.09.2015 I attended the AGM of the **Madras** paper merchants association

1. I insisted that the association must concentrate on arbitration activities to help its Members.
2. Asked them to conduct the MC meeting at least once in a month
3. Asked them to form a new committee named, ' Public Relation committee ‘ , to maintain all the records and documents in proper manner.
4. Requested to forward the mails and letters/circulars to their members, which received from FPTA
5. The importance of implementing the norms of payment and collecting the Over due Interest

6. At the time of donating to schools and issuing scholarship for education I requested them to speak about the usage of paper
7. I requested them to work against the propaganda of paperless campaign.
8. I have printed and circulated the article named
Paper is Green and Environmental friendly
Written by B.R. Rao . Which was published in the souvenir.

I have participated all the programmes conducted by the Madras paper Merchants Association like Blood donation camp, Childrens day, Iftar and Christmas Celebration and finally flood relief campaign at the madras paper Merchants Association.

Regularly I am receiving the monthly reports from Coimbatore and Chennai
Till this date Sivakasi, Salem and Bangaluru has not sending their monthly reports.
On 23.12.2015 I requested them to send their reports regularly.

FPTA SHOULD INCLUDE THE NAME OF THE CURRENT COMMITTEE MEMBERS AND VICE PRESIDENTS IN FPTA WATSUP GROUP.

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