

REPORT IN BRIEF

1ST OFFICIAL VISIT FROM 23-9-2016 TO 25-9-2016 TO MANAGING COMMITTEE, FPTA, MUMBAI.

I Vishnu kant rathi vice president Representing telangana paper merchant association would like to thank TPMA for electing me as vice president they not only believe in me but also had faith and confidence in me. I promise to full fill mu duties and responsibilities and carry out activities of the federation.

I personally congratulate PTA Mumbai for hosting FPTA AGM with grand success from where my Journey started as Vp of FPTA.

Iam pleased to inform you that I have been allocated the following affiliated associations of FPTA to be nursed are Telangana Paper Merchants Association, Secunderabad. Paper Merchants Welfare Association, Vijayawada. The Pune Paper Traders Association, Pune.

Iam regularly in touch with the associations which are to be nursed by me through Emails and phone and requesting them to send their Monthly Activities to Fpta and cc a copies to me with due respect to time and of course and Iam also sending the circulars which are sent by FPTA to circulate to the associations to circulated them among their members for their benefits.

2ND OFFICIAL VISIT ON 11-11-2016 TO PAPER –EX, CHENNAI.

My second official visit was on 11-11-2016 to Chennai Paper Ex where I got an honor to inaugurate FPTA Stall. Where Venkat (anamala) FPTA vice president of Chennai, Ravi Rathi GO Green Convener and The members of Madras Paper Merchants Association were present to grace the occasion we had a small meeting with paper mills officials on Note Ban and GST.

3RD OFFICIAL VISIT ON 12-11-2016 TO TPMA SECUNDERABAD.

My third official visit was on 12-11-2016 to Telangana Paper Merchant Association with FPTA President Shamji Karia and hon sec FPTA Hiren Karia we together visited TPMA Building Kagad Bhavan where we had a small meeting regarding Note Ban and gst then we took a look at beautiful Kagad Bhavan which is an Prestigious asset of TPMA sec.

Next day we have an opportunity to attend Diwali Milan hosted by TPMA sec at Murgavani Resort. It was great to see that members along with their families gracing the occasion in large numbers and it was nice and very overvaluing hospitality given to us by TPMA sec and it gave me an pleasure to receive best past president award for attending TPMA mc meetings on time.

4th OFFICIAL VISIT ON 20-11-2016 TO PMWA, VIJAYAWADA.

My fourth official visit was on 20-11-2016 to Vijayawada for a program vansamshadham program held at very beautiful Garden where members of Vijayawada along with family members attend the event.

In the evening I had a meeting with Vijayawada association office bearers and mc members regarding Impact of GST on paper market and they wanted to know information on arbitration as I was the chairman of arbitration board of TPMA I shared my experience with them and also help them to understand how it works and how to implement it in their association and rules of arbitration and point of arbitration to give application a copy was handed over to President.

5TH OFFICIAL VISIT ON 26-11-2016 TO ITC, SECUNDERABAD.

My fifth official visit was on 26-11-2016 to ITC Secunderabad the meeting was with Sanjay Singh President IPMA the meeting was held at ITC office Secunderabad.

The meeting was about the impact of Demonetization in the short and long run on the Paper industry and Paper Trade .and impact of gst.

Members Present in the IPMA and FPTA Meeting:

On behalf of IPMA.

Mr. Sanjay Singh, President, IPMA.

On behalf of FPTA

1. Mr. Natesan, Convenor, Industry Affairs Committee, FPTA.
2. Mr. B.R.Rao, Member, Industry Affairs Committee, FPTA.
3. Mr. Vishnu Kant Rathi, Vice President, FPTA
4. Mr. Ravi Rathi, Convenor, Public Awareness Committee, FPTA
5. Mr. Naranayan Das Bang, President, Telangana Paper Merchants Association
6. Mr. Telukunta Srinath, Secretary, Telangana Paper Merchants Association.
7. Mr. Kiran Shah, Past President, Telangana Paper Merchants Association and ITC Distributor.

The main points for discussion are:

1. The impact of Demonetization in the short and long run on the Paper industry and Paper Trade.

Mr. Natesan has explained in detail the difficulties being faced by the traders due to demonetization. Dullness in the market, impact on collections and the recovery of old dues. Mr. Sanjay Singh has informed that it is very difficult to predict the Demonetization impact. He has informed that there was not much impact for the Mills in the month of November but orders

from the North especially Delhi are getting cancelled and there will be an impact on the mills during December and January. He has informed that some mills(particulary duplex board mills) are temporarily shut or planning to take up maintenance work during December and January 2017.

The effect of GDP which is likely to go down during this quarter was discussed. The indication is that the GDP will go down by 1-1.5% due to demonetization and subsequently strengthen in the subsequent quarters. Since GDP is related to the consumption of Paper & Paper Board, the opinion was that the market will slow down for the current quarter before normalcy returns in the funds flow.

Mr. Sanjay Singh also mentioned that major consumer products such as Colgate had a drop of 20% in business and is likely to remains slow for the next 3 months. This will resulted in lesser off take of Packaging Boards by the Consumer Industry. Similarly, due to restriction of spending in Weddings, the Wedding Card Market has virtually come to a standstill. He mentioned that many Convertors of Wedding Cards have temporarily shut down mainly in Delhi market.

Mr. Natesan has requested IPMA to support and take soft approach towards paper dealers in case same dullness continues in the market due to demonetization.

2. GST. Impact of GST on the paper trade and industry.

Mr. Natesan has informed IPMA about various representations given by FPTA and various associations requesting to consider and put Paper and Paper Boards in the 5% GST category. Mr. Sanjay Singh has informed that IPMA will be happy even if Paper and Paper Boards are kept in 12% category and is of the opinion that it may be under 12% category. FPTA has requested IPMA to put their best efforts to put Paper and Paper Boards under 5% category as paper is used by all sections of society and daily which is the main basis for considering under 5% category by the Government of India. FPTA has also requested to take up the issue of supervision of the traders by only one authority. Mr. Sanjay Singh has informed the calculation of closing stocks has come up during their meetings and still final decision to be taken. Mr. Natesan has requested the IPMA stand post GST implementation, where there will be no geographical boundaries, no 'C'form, no 'E1' forms, no spate excise, service tax or entry tax. The distributors big or small can sell any where in the county. IPMA is of the opinion that major changes might not happen with regard to distribution post GST implementation.

3. Uncertainty of production by few major mills in the Indian Paper Industry has had a impact in the Paper Trade as well as Industry. This has prompted the import of Maplitho varieties into the Indian Market.

Mr. Natesan has informed that with the weakening of few major mills, there was vacuum created for Wood Free Paper. The vacuum has been filled up by imports which are cheaper. Already there is 18% Increase of imports (CAGR). Will it further dent domestic players? Mr. Sanjay Singh has informed that the imports are going to be there and we have to live with that. However the surge of the dollar will help the Indian Paper Industry to counter imports to some extent.

Mr. Sanjay Singh is of the opinion that the dollar even if it touches Rs. 70 or more exports will be for a short period only to take advantage of dollar and to tide away dull situation in the market as internationally it is very difficult to compete by the Indian Industry.

4. Public Awareness Programs. Action program for spreading the awareness that Paper Industry does not cut the trees or spoil the environment.

Mr. Natesan and Mr. Ravi Rathi informed about the sincere efforts being taken by FPTA in propagating to public through various forum that paper is green and the paper industry plants more saplings than the trees they cut and also that paper is recyclable, bio-degradable and sustainable. Rather than putting the efforts in bits and pieces Mr. Natesan has expressed that IPMA, IARPMA and FPTA must together decide one day in a year as 'PAPER DAY' to put in their full efforts on that day so that more strong message can be sent to the society about the PAPER is Green. The video presented by M/s. J.K.Paper Mills Ltd., during the 55th AGM of FPTA at Mumbai had brought out the fact that the Paper is eco-friendly & Bio-degradable with the cross section of People in India. It was mentioned by FPTA that we can engage a Consultant to prepare a Film with animation on "PAPER IS GREEN" with the idea pooled in by the Industry, Trade & Convertors. The Film can be broadcast in Television, Corporate, Schools and Public places on the day we desire to call as "PAPER DAY". Mr. Sanjay Singh informed FPTA that ITC has one of the major Paper & Paper Board manufacturer in India is spending Approx. Rs. 7 Crores per year for promotion of the fact that "PAPER IS GREEN".

Mr. B.R. Rao has informed his desire to start a NGO committed to the above cause and wanted the IPMA's views on that. An NGO can pursue the matter more aggressively than IPMA, IARPMA or FPTA. Mr. Sanjay Singh has informed that they will discuss in their IPMA meeting and will come back on the subject.

The Meeting concluded on a positive note that Mr. Sanjay Singh will take up all the points discussed with his forum IPMA and do the needful.

We thank Mr. Sanjay Singh for the time given to FPTA to interact with him.

On the same day in evening on my personal request sri Venkat (Anamalavi) convener of gst along with me visited TPMA building and we had a meeting and small discussion on Gst where president and members of TPMA actively participated in the discussion. I thank mr. venkat for providing information on working and impacts of GST.

6TH OFFICIAL VISIT ON 18-12-2016 TP TPMA, SECUNDERABAD.

My Sixth official visit was on 18-12-2016 to TPMA CRICKET CHAMPIONSHIP 2016 Sri Dipesh Laadha FPTA vice president varodra and Vijayawada association president lalit sha graced the occasion. where I got an opportunity to Sponsor the Cricket Champoinship cups and food under the name GIRDHARILAL DHARAMNARAYAN RATHI TPMA CRICKET CHAMPIONSHIP 2016.

This tournament has been an tradition of TPMA to organize this every year as members meet and also take some time out from busy schedule and prompt the feeling of team work, brotherhood and cheerfulness. The families and childrens of the members grace the occasion and have a great gala time. The event was agreat success.

7TH OFFICIAL VISIT ON 23-12-2016 AT HICC, HI-TECH CITY, SECUNDERABAD.

Attended Centenary Celebration of FTAPPCI at HICC, Hi- Tech city on 23-12-2016 where we got an opportunity to hear and meet India President Pranab Mukherjee the meeting was attended by myself along with FPTA Past President Mr. Arvind Sharma, TPMA President Mr. Nayan Bang and Mr. Jai Prakesh Tapadia.

(Note: A Hard Copy is sent to FPTA Mumbai with photos and necessary Documents attached to it.)