

VICE PRESIDENT REPORT

N.ANNAMALAI

QUARTER 2

I extend my heartfelt gratitude to the members of the Madras Paper Merchants Association, Tiruchirappalli District Kagitha Vanigarkal Nala Sangam, Madurai Paper Traders Association, and The Sivakasi Paper Merchants Association.

I am deeply thankful for the unwavering support of all associations under my jurisdiction. Their steadfast backing means a great deal to me.

A. FOLLOWING ARE THE AFFILIATED ASSOCIATIONS UNDER MY JURISDICTION:

1. The Madras Paper Merchants Association
 - a. President - Mr AK Arulraj
 - b. Vice President - Mr N.Annamalai (Anish)
 - c. Secretary - Mr Kasi Viswanathan
2. Tiruchirappalli Dis. Kagitha Vanigarkal Nala sangam
 - a. President - Mr Muthumanikam
 - b. Vice President - Mr Ponnian
 - c. Secretary - Mr Rajneesh
3. Madurai Paper Traders Association (New Team)
 - a. President - Mr . M. Ramanathan
 - b. Vice President - Mr R.M. Annamalai
 - c. Secretary – Mr. R. Naveen chander
4. The Sivakasi Paper Merchants Association
 - a. President - Mr Balaji
 - b. Vice President - Mr Ratha Sekaran
 - c. Secretary - Mr Muthukaruppan

B. MY TOUCH POINTS WITH ASSOCIATIONS UNDER MY JURISDICTION:

I have had the privilege of physically visiting the following associations:

SNO	NAME OF ASSOCIATION	DATE OF VISIT
	The Madras Paper Merchants Association	
1	WEBINAR BY IIM FACULTY SURESH PAUL	28th March 2024
2	MC MEETING	15th June 2024
	a. Finalised Our FPTA president Nominee by MPMA members	
	b. Propagation of 3rd MC meeting and its coordination	
	c. Propagation for AGM happening at Goa	
	d. Mill visit status update	
	e. President Visit Status Update	
	f. Social Activity Discussion	
	Tiruchirappalli Dis. Kagitha Vanigarkal Nala sangam	
1	GENERAL VISIT	10th June 2024
	a. Propagation of 3rd MC meeting and its coordination	
	b. Propagation for AGM happening at Goa	
	c. Mill visit status update	
	d. President Visit Status Update	
	The Sivakasi Paper Merchants Association	
1	MEETING WITH OFFIC BEAREARS AND SENIOR MEMBERS	12th June 2024
	a. Finalising Nuances of 3rd MC meeting with the team	
	b. Propagation for AGM happening at Goa	
	c. Mill visit status update	
	d. President Visit Status Update	
	e. Paper Day activity Discussion	

The MADURAI PAPER TRADERS ASSOCIATION HAD THEIR ANNUAL AGM ON 23rd JUNE 2024 where the old MC members were honoured and the new incoming team was facilitated. Wishing the new team a good successful tenure.

MY ROLE IN KEY ACTIVITIES

1. **WEBINAR ORGANISATION:** I was a key part in organising this webinar and taking it up in FPTA standards. This involves fixing of the speaker, Topic and propagating that in FPTA group.

a. Key Takeaways:

- i. **Lost Customer:** A lost customer is your key to understand, where your failure is or where your competition is better than you.
- ii. **Ghost Surveys:** Periodically engage in surveying your customers to understand their mind-set your consumer's purchase behaviour.
- iii. **Tracking:** Keep a track of your customers Recency and frequency of purchase
- iv. **Adding Value:** Adding value though service innovation or developing a strong Niche in product are the keys to increase margins in Trade.

b. Outcome:

- i. **Attendance :** A Total of 77 members attended this event
- ii. **Speaker :** Suresh Paul Antony AKA SPA (IIM Trichy)
- iii. **Duration :** 4.30 pm to 6.00 pm (1 hr seminar and 30 min Q& A)
- iv. **Satisfaction:** Members were satisfied with the topic and the speaker.

2. **FPTA 3rd MC Meeting SRI LANKA:**

I played a proactive role in supporting the Sivakasi association in organizing the 3rd MC meeting in Sri Lanka. Following up periodically and offering assistance where ever possible are crucial contributions to ensure the success of this event

I was in touch with Mr Senthil Aandavar (Sivakasi) and Bavesh Gala Ji for bringing this together. The three of us had con-calls to fix key components like observer fee, agenda for the MC meet and finalising other accompaniments to the MC Meet.

I was also engaged in promoting this to associations under my jurisdiction to ensure better participation.

OUTCOME:

Overall Members attending this meeting till date: 106

Hope to make this meeting memorable to all the attendees.

C. CONSOLIDATED VIEWS OF THE LOCAL ASSOCIATIONS UNDER MY JURISDICTION ON THE FUNCTIONING OF FPTA THIS QUARTER:

- 1. DRUPA VISIT:** It's commendable that **Hiren Karia**, as the convenor of the committee for international trade, organized the trip to DRUPA in Germany from India. Arranging accommodations and transportation for this delegation (PAN INDIA) must have involved meticulous planning and attention to detail. Ensuring smooth logistics contributes significantly to the overall success and experience of such international visits. A 7 member delegation from MPMA had joined the DRUPA program organised by FPTA and gave a great feedback regarding the trip experience overall.
- 2. IMPORTS (PIMS) – GOVERNMENT POLICIES:** PIMS (PAPER IMPORT MONITORING SYSTEM). This pertains to feeding of imported items in government portal (5-75 days before the arrival of imported goods. A request from our members to FPTA was to reduce this period to (1-75 days) as it is in the case for medical and steel imports.
- 3. INFORMATION:** Members are happy with the updated information shared by all the committees of FPTA. They feel it prompt and useful.
- 4. FUNCTIONING:** Members express high levels of satisfaction with the functioning of the Federation of Paper Trade Association (FPTA).

**D. TOUCH WITH FPTA PRESIDENT SHRI DALIP BINDAL, SECRETARY SHRI BAVESH GALA
FPTA SECRETARIAT ON THE FOLLOWING MATTERS:**

Webinar, planning for president visit to my affiliated associations, Sri Lanka MC Meet and KYM Forms.

I regularly provide updates to the esteemed FPTA President, Shri Dalip Bindal, and Secretary, Shri Bavesh Gala, regarding the latest developments within my jurisdiction.

E. SUGGESTIONS FOR IMPROVISING ON FPTA ACTIVITIES

- 1. LIFE MEMBER & PATRON:** Certain members registered under Life member / Patron want to understand the benefits of being the same. They wish to have a better clarity from FPTA regarding their entitlements apart from voting rights, as hardly they get an opportunity to interact with FPTA directly.
- 2. FSC Certification:** Traders who are registered with FSC are facing a challenge and wish FPTA's support in giving them a better solution. FSC certification requires a premium to be paid for goods under FSC certification, whereas the certifying agency charges a premium for the entire turnover of the trader.

They are unable to fetch this premium for regular sale in the market, so this advantage of being certified is lost due to additional charges.
- 3. GUIDANCE:** Affiliated associations to FPTA can work better and more efficient if there is a standard guideline or framework. Request senior members to consider this request and frame one.

Every local association has got its AGM yearly once or in two years, this framework would be supportive for the incoming team to relate with FPTA.
- 4. WATZPP GROUP MONITORING:** FPTA's key role is to promote better trade and trade practice in our industry. In case of a slow demand, request members not to ponder too much over the same and request any negative propagation to be avoided.

In our official watzapp group, admin to take more control of the same and encourage statements having statistical value only. Since words of elected members have high value, any unwarranted statements or assumptions in this group can have deep detrimental value of market sentiments.

UPDATED KYM FORMS FOR LIFE MEMBERS AND PATRONS OF ASSOCIATIONS UNDER MY JURISDICTION

	Life Associate Members		APPLICATIONS RECIVED BY FPTA SECRETARIAT	STATUS
1	Aruna Trading Co.	Sivakasi		
2	Chittal Paper Co.	Sivakasi	Received	
3	Kalyaanee Paper Mart	Sivakasi		CLOSED
4	Karpaga Vinayagar Papers	Sivakasi	Received	
5	Pandiyan Paper Co.	Sivakasi		
6	Radha Paper Products	Sivakasi		LUCKY PAPER
7	R. P. Timany	Sivakasi		CLOSED
8	Sri Murugan Paper Co.	Sivakasi	Received	
9	Sagun Papers	Sivakasi	Received	
10	Thiru Murugan Paper Stores	Sivakasi	Received	
11	Uma Paper Mart	Sivakasi	Received	
12	Sri. Anish Trading Agency	Sivakasi	Received	
	PATRON MEMBER			
1	Century Papers (P) Ltd.	Sivakasi		NOT TRADING

TRICHY ASSOCIATION HAS GOT NO LIFE MEMBER OR PATRON

MADURAI ASSOCIATION HAS GOT ONE PATRON MEMBER LAXMI PAPER STORE AND KYM IS RECIVED FROM THEM.

			APPLICATIONS RECIVED BY FPTA SECRETARIAT	STATUS
	Life Associate Members			
1	Indian Engg. Industries	Chennai		CLOSED
2	Jai Dayal Kapur	Chennai		CLOSED
3	Jeyam & Co.	Chennai	Received	
4	Muthuraman & Sons Agencies	Chennai	Received	
5	Paper & Allied Traders	Chennai		CLOSED
6	Pandiyam Paper Co.	Chennai	Received	
7	Rayon Traders Pvt. Ltd.	Chennai		CLOSED
8	Subramanian Brothers	Chennai		
9	Swastik Paper Company	Chennai		
10	Sivasakthi Paper Mart	Coimbatore	Received	
11	M/s. Rajlakshmi Paper Agencies	Chennai	Received	
	PATRON MEMBERS			
1	South India Paper Distributing Co. P.Ltd.	Chennai	Received	
2	A. S. Annamalai Chettiar & Co.	Chennai	Received	
3	Hindsutan Import Export Corporation	Chennai	Received	
4	Premier Suppliers Ltd.	Chennai		CLOSED
5	Promedia Trading P. Ltd.	Chennai	Received	



CHENNAI DELEGATION TO DRUPA



12th JUNE 2024 MEETING WITH SPMA OFFIC BEARERS



15th JUNE 2024 MPMA MC MEETING



MADURAI NEW TEAM FALICITATION 23rd JUNE 2024

WEBINAR INVITE

On behalf of FPTA and MPMA

MPMA has organised a webinar on the below mentioned topic

HOW A TRADER CAN DIFFERENTIATE HIMSELF APART FROM PRICE AND CREDIT?

Speaker:

Mr Suresh Paul (IIM Trichy)

Proficient in marketing

We have made this program online and would be glad if all can participate and benefit out of this.

Kindly share the link in your association paper trade groups for information to reach all.

Speaker is proficient both in English and Tamil.

For any further queries you can contact

N.Annamalai

(FPTA Vice president)

Mr Kasi

(MPMA secretary)