

**MINUTES OF 6TH MEETING OF COAOI HELD ON
06.02.2013 AT 5.30 P.M.
AT
KOBELCO STALL, BCEXPO INDIA 2013, MUMBAI**

Present:

1. Ashwin Gandhi	Express Equipment Rental & Logistics Pvt Ltd
2. Chandrakant Sanghvi	Sanghvi Movers Ltd
3. Umesh Shetty	All Cargo Logistics Ltd
4. Premal Thaker	Oasis Infrastructure Pvt Ltd
5. Bajrang Agarwal	Kandla Cargo Handlers
6. Suresh Shah	Kohinoor Crane Service
7. Sunil Makad	Steel Carriers
8. Amar Bedi	Barkat Hiring Co.
9. Mitesh Shethia	Shethia Erectors & Material Handlers Ltd
10. Navin Dedhia	Navin Heavy Lifters
11. Manoj Chaudhari	Sarens Heavy Lift India Pvt Ltd
12. Raju Ozarkar	Pune Logitech Services LLP
13. Rajesh S. Makad	Dewanchand Ramsharen Corpn Pvt Ltd
14. Jayesh / Prakash Shah	Samarth Lifters Pvt Ltd

Invitees:

(a) Rajgurmeet Singh	Punjab Engineering Company (Assam)
(b) Sumit Joshi	Dinesh Cranes Service
(c) Julius Ruben	Rocky Transports & Crane Services
(d) Amin Rangara	
(e) Naveen Merico Engg Co.	
(f) Nizar Rangara	Rangara Industries Pvt Ltd
(g) Udayan Mookerjee	Idle Movers
(h) Kariam Jaria	Crown Hiring

- Mr. Ashwin Gandhi (President) welcomed all the members and especially thanked Mr. Umesh Shetty of Allcargo Logistics Ltd. & Mr. Chandrakant Sanghvi of Sanghvi Movers for attending the meeting.
- Mr. Ashwin Gandhi informed the members that he needs to retire now in the month of February 2013 since his two years term is completed. Members were requested to come forward and propose names so that the next President can be elected w.e.f. April 2013. It was decided to take up this matter in the next meeting of the Executive Committee to be held on 21.02.2013 at Mumbai.
- Mr. Ashwin Gandhi thanked the Executive Committee members and all other crane owner members for the wholehearted support & cooperation extended to him during his tenure as President.
- Mr. Miyashita of KOBELCO and Mr. Nilesh Bhorkar invited all the members present for a dinner meeting at Hyatt at Kalina on 6.2.2013 and the members present appreciated the gesture and accepted the invitation. The President, on behalf of the Association, thanked KOBELCO for providing the facilities for all the days (5th to 8th of February, 2013) at KOBELCO Stall with snacks & tea/coffee to the members.

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Following points were discussed and decisions taken in the meeting:

1. President informed the members that the Association has inaugurated the Website: www.coaoi.com with effect from 05.02.2013 and all the members were requested to visit the website and give their suggestions for further improvement. The website is still under finalization and it will be open to all members, non-members and manufacturers/suppliers of cranes/spares for period of six months. Advertisements of crane owners and manufacturers / suppliers will appear on all the pages including Home Page. The idea of the Website is to bring manufacturers/suppliers of cranes/spares with actual users of cranes, who desire to hire various capacity cranes from the crane owner members (Temporary log in: chco@expressworld.com and password: Crane123)
2. President informed that the Association is getting complaints from the members regarding Service Tax being charged @12.36%, which is required to be paid immediately on raising the invoices to the customers, whereas in the past, it was payable on accrual basis (i.e. to be paid on actual receipt of hire charges from clients). A representation has been made to the Finance Minister, Government of India in this regard, through CII. Further follow-up is required to be done by active members through their sources.
3. Members raised the issue of harassments which take place at checkpoints in various States with regard to RTO tax, entry tax, VAT, etc. and it was felt necessary that in each State proper representation needs to be made to reduce such harassments to crane owners.
4. Mr. Chandrakant Sanghvi circulated a paper showing details of documentation required at various checkpoints in different states.
5. Mr. Mitesh Sethia suggested that common terms and conditions must be worked out and circulated by the Association, according to which cranes can be offered / hired to the users.
6. Mr. Chandrakant Sanghvi informed that the Service tax invoice must be paid by the user within 7 days since huge amount of working capital is blocked by the crane owner. If the amount is not paid in time, penalty and interest will have to be charged from the users.
7. Mr. Umesh Shetty emphasized that only one strong Association should be there in India under which all the crane owners and manufacturers/suppliers should be covered and a neutral person (preferably, a retired IAS officer) should be made President. **Mr. Ashwin Gandhi** informed that as per the Memorandum & Articles of Association, any person can only be appointed as Officer / employee by the Executive Committee, which comprise of maximum 12 members. The Executive Committee can elect every year, its office bearers, viz. President, Senior Vice President, Vice-President, Hon. Secretary and Hon. Treasurer. One-third of the members of the Executive Committee shall retire by rotation every two years.
8. Mr. Umesh Shetty suggested to hold atleast one meeting of the Executive Committee every month and the office of the Association should be located in Mumbai only, but not at the present Registered Office at Vyapar Bhavan. He further suggested that the office of Mr. Premal Thaker (at Shrikant Chambers in Chembur, Mumbai-71) will be an ideal location for the COAOI office in Mumbai. Mr. Premal Thaker offered 500 sq.ft. area for the office of COAOI, whenever the office has to start functioning in Mumbai. Cost is to be discussed and finalized.

9. Mr. Chandrakant Sanghvi informed the members that in the past two years (after formation of the Association), nothing is done and it has not moved an inch, i.e. no initiative or action is taken by the Executive Committee till date. Projects with total investment of about **`five lac crore rupees`** are riding on crane industry, but the importance of crane owners is not getting recognized. Further, over 2000 cranes are working in India with huge investment on cranes, but our voice is not heard by any State Government or Central Government. He suggested the following:
- a. To give a notice to the Government of India and stop the work of all the cranes in India for a continuous period of three months.
 - b. A full page advertisement in all the leading newspapers should be released, listing the demands and expectations of the crane owners.
 - c. Unless such a harsh action is taken, the Finance Minister will not come to the negotiating table. All infrastructure development & project work of cement plants, power plants, refineries, ports, etc. should come to a stand still for three months.
 - d. Interest should be reduced from present 12% to 8% per annum by all the financial institutions and banks. Crane owners should not pay any principal amount or interest amount unless the above reduction is made.
 - e. By doing the above actions, the GDP of India will come down by 1%.
10. Mr. Amar Bedi informed that it will not be feasible for any crane owner to stop the work for three months and it will not be proper for COAOI to make any crane owner member or non-member to suffer heavy loss. However, he suggested that proper representations, describing all the demands & expectations of crane owners should be made to the concerned authorities (in each State and at Centre), which should be followed by request for personal meeting with the representatives of the Association. Then **`one day`** token strike notice can be given by the Association, like the call given by the Truck Operators.
11. Mr. Bedi also mentioned that the crane owners pay out 45% of their income to the Government Exchequer, by way of service tax @12.36% + other costs + income tax. As a result, the margin for crane owners become very low for operation & maintenance of their cranes/equipment.
12. Mr. Chandrakant Sanghvi informed that the LIBHERR did not inform about various accidents which took place with their LR-1750 cranes nor taken care of butt sections. He also informed that he has 30 – 40 suits pending in various courts for recovery from vendors.
13. Mr. Umesh Shetty suggested that minimum Seven (7) members Working Committee be formed immediately and one who does not attend any meeting, a token fine should be proposed (which was opposed by few members). However, it was felt that unless every member contributes their valuable time, the Association cannot be strong or fruitful. He informed the members that he will find out suitable persons with proper job profile to be designated / appointed as CEO or Secretary, as in practice in other similar Associations, like CHA. Gross salary of such a person may go upto Rs.1.00 lakh per month.

14. The President informed that to meet the cost of such a high salaried person, plus other office expenses would mean an expenditure of at least Rs.30.00 lakhs per year for the Association. It is impossible to meet such expenses from the present annual fee structure of the Association, which is very low. At present, the Association functions without any paid employee, but it is managed by the President in his own office with one part-time Secretary (without salary).
15. Mr. Umesh Shetty suggested to set up a 3-member Committee to interview the candidates for the post of CEO / Secretary to be positioned in Mumbai Office. The members approved the Sub-Committee / Working Committee consisting of the following for the purpose :
- 1) Mr. Umesh Shetty
 - 2) Mr. Mitesh Shethia
 - 3) Mr. Navin Dedhia
 - 4) Mr. Sunil Makad
 - 5) Mr. Ashwin Gandhi
 - 6) Mr. Premal Thaker
- Name of Mr. Nizar Rangara was also suggested, but since he is not a member of COAOI, it will be looked into whether his name can be included or not.
16. Group e.mail addresses for Working Committee was suggested to be created as "wc.com@gmail.com" and all communication can be circulated through this e.mail group.
17. It was suggested in the meeting that Recovery Agency should be appointed by the Association and classify the customers as "A", "B" & "C" and "C" category being considered as "no pay masters". The work should be given to this agency at percentage or commission basis by any of the members, since recovery through the legal courts takes 8 – 10 years period.
18. It was suggested that the membership base must be enhanced and each member must bring in maximum number of crane owners/ manufacturers/ suppliers of cranes/spares to make them as members.
19. It was decided to call the next meeting of the Executive Committee to be held on 21.02.2013 at 3.00 p.m. at Mr. Umesh Shetty's office (Allcargo Office) at Kalina, Mumbai. Agenda/notice for the meeting will be circulated to all on or before 18.02.2013.
20. The President informed the members that Mr. Rajgurmeet Singh of Punjab Engineering Company from Jorhat (Assam), has been invited to attend the meeting, who has offered his services to work for the Association and its members in North East Region. His services can be utilized by the members for coordination & liaison work with various government departments, RTO tax matter, Entry tax matter, etc. in north east area.

The meeting concluded with a vote of thanks to the Chair and KOBELCO for the facilities provided to hold the meeting.