

MINUTES OF ANNUAL GENERAL MEETING  
OF  
CRANE OWNERS ASSOCIATION OF INDIA  
HELD ON 22.08.2013 AT 7:00 P.M  
AT  
TRIDENT, BANDRA KURLA, MUMBAI

**Members Present:**  
**As per list attached (Annex.I)**

Mr. Ashwin Gandhi, President of the Association welcomed all the members in the meeting. He also informed the members that a few non-member-crane owners were invited to attend the meeting so that they could get an idea about the activities of the Association and they can be encouraged to become members of the Association.

After introduction of the members and non-members present in the meeting, he gave a brief report about various activities of the Association and its achievements after its formation.

Following agenda was taken up in the AGM and unanimously approved & adopted the same:

1. Mr. Ashwin Gandhi read out the Notice circulated for the AGM and presented the Audited Income & Expenditure Account and Balance Sheet as at 31.03.2013 (period 4.10.2011 to 31.03.2013). The accounts for the period upto 31.03.2013, as circulated and presented at the AGM, were unanimously approved by all the members present.
2. Re-appointment of M/s. Ajit Dalal & Co. (Chartered Accountants) until next annual general meeting and to fix the remuneration was proposed by Mr. Raju Ozarkar and seconded by two other members, i.e. Mr. Anshuman Shah and Mr. Dharak Dedhia, which got the approval of the AGM.
3. Mr. Ashwin Gandhi then introduced Mr. Mohit Thavanani, who has been appointed as the full time General Secretary of the Association w.e.f. 23.07.2013. It has been informed to all members that the General Secretary will be located in Mumbai (@105, Shrikant Chambers, Chembur) and he can be contacted by any member for work related to the Association and obtain information on various activities. Members were advised to pass on information relevant to the business of the crane owners to the General Secretary by e.mail, who will in turn disseminate the same amongst all members. GS will try to sort out the issues faced by the members in consultation with the President and other EC members of the Association.

After the business as per agenda for the AGM was complete, following points were discussed for general information of all the members:

**1.Website:**

Members agreed to the suggestion that only the logos of those members who have paid corpus fund need to be updated/uploaded on the website of COAOI. Rest of the logos to be removed from the website. All the members were advised to contribute towards corpus fund of the Association to make it a strong organization for the benefit of all crane owners. Now that a full time General Secretary is appointed by the Association, website updation will be taken up on priority and all the members were advised to provide various information to him by e.mail as early as possible.

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Mr. Ashwin Gandhi thanked one of the Associate Members (ACE), who came up & agreed to pay corpus fund contribution of the Association.

Mr. Ashwin Gandhi advised the General Secretary to collect information of load test inspectors from all crane owners in India and upload such information on the website of COAOI. All such agencies should be approached to become Associate Members of the Association in the interest of both.

Mr. Ashwin Gandhi suggested to invite overseas manufacturers of cranes also to come forward and put their company logo on the website of COAOI by contributing to the corpus fund of the Association. Members were advised to use their good offices to get such advertisements from overseas manufacturers of cranes & accessories. However, due importance to the domestic manufacturers and suppliers of accessories will be given by all the members.

**2.Refund of RTO tax paid on crawler cranes in Gujarat:**

Mr. Karim Jaria informed the members & non-members that a delegation of the COAOI (headed by the President and 12 other representatives) met the Transport Commissioner of Gujarat at Gandhinagar on 19.8.2013 and had a detailed discussion about the refund of RTO tax paid in the past to the concerned crane owners. The Transport Commissioner had agreed to look into it and also agreed to issue necessary orders to all the checkposts/RTO offices not to levy tax on crawler cranes in future as per guidelines given in the High Court judgements.

The Transport Commissioner informed the delegation that certain orders have already been issued and other crane owners can approach the respective RTO offices/checkposts, quoting the model / capacity of crawler cranes referred in such orders so that it would make the tax refund procedure easy for all concerned.

COAOI office has already circulated information to its members regarding procedure to be followed to get refund of tax for the past periods and to approach the concerned RTO office with application for getting exemption from payment of RTO tax in respect of crawler cranes presently working in Gujarat. If any member has any doubt, the General Secretary can be contacted in the matter for further guidance.

Mr. Ashwin Gandhi also explained to the members & non-members regarding the orders passed by the Transport Department, Gujarat State in favour of Sangvi Movers, RIL and few other crane owners, exempting certain models of crawler cranes from payment of RTO tax in Gujarat. Details of these models shall be circulated for information of all members, so that the process of getting tax exemption from RTO authorities for such models will be easier.

Suggestion was given by Mr. Ashwin Gandhi, President that before bringing any crawler crane into Gujarat each member should ensure that the particular model is exempted from payment of tax so that there will be no liability for payment of RTO tax.

Mr. Karim Jaria asked the General Secretary to prepare & circulate a letter/format to facilitate the members to apply for refund of RTO tax in Gujarat. In reply to a query raised by a crane owner, he replied that after the application is made, the Department is likely to make the refund in 2 – 3 months.

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**3.Legal Assistance:**

Mr. Ashwin Gandhi informed the members that Mr. R. B. Dave, Advocate, Gujarat High Court has been appointed by the COAOI, who can be approached for advice in case of rejection of refund application by any RTO/Checkpost or Transport Commissioner. Mr. Ashwin Gandhi suggested to consult the lawyer, if required, before submission of application for refund of RTO tax for time-barred periods. He mentioned that the Transport Commissioner's office has already published the RTO tax refund matter in local newspaper, Sandesh dated 12.04.2013, at Ahmedabad.

**4.RTO tax problems faced by members in Nagaland:**

Mr. Sunil Makad briefly explained the RTO tax problem being faced in Orissa & Nagaland.

**5.Service Tax on hiring of cranes:**

Mr. Ashwin Gandhi explained the members about the status of existing service tax matter as applicable for hiring of cranes business and how he could take up the issue with the Hon'ble Finance Minister of India, Mr. P. Chidambaram, and how the matter could be further followed up with the authorities for relief to the crane owners. He wanted few influential members to come forward and take up the issue further at various levels for the benefit of all crane owners.

**6.Fleet strength of cranes in India:**

Mr. Ashwin Gandhi informed the members to e.mail the details of total number of cranes owned by them (showing - brands, models, capacity, etc. & type – whether crawler or mobile telescopic) so as to compile a list of cranes available in India so as to show the strength of the Association & its members to various government agencies. Such an attempt will help the Association to get appropriate representation in various platforms/forums of the Government agencies to represent the crane owners. Details can be furnished in following format:

Name of Company	City	No. of Cranes	Total capacity	Grand Total
		Mobile: _____	_____ M.T.	
		Crawler: _____	_____ M.T.	
		Lattice Boom: _____	_____ M.T.	_____ M.T.

**7. Introduction of new members:**

Mr. Karim Jaria introduced 10 (ten) invitees (crane owners) to the AGM, who have agreed to become members of the Association. They have also paid their fees and handed over membership forms, duly filled in.

**8.Defaulter companies:**

Mr. Ashwin Gandhi read out the list of defaulters given by Rangara Industries. He asked other members also to submit their respective list of defaulters, so that all the members could stop giving their cranes/equipments on hire to such defaulters as also the Association can pressurize such defaulter companies to settle the old outstandings to the respective members.

Mr. Ashwin Gandhi informed that COAOI will continue to pressurize the defaulter companies to release the overdue outstanding amounts to its members. He quoted some of the instances where COAOI succeeded in getting overdue outstandings released to some of its members and the members appreciated such efforts on the part of COAOI, which help to strengthen the Association.

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Mr. Rajesh of PBL Transport appreciated the efforts of COAOI & its members in getting his overdue outstandings cleared from one of the defaulter construction companies. When other members refused to provide crane services, his dues were cleared immediately. This is a proven example to show that if there is unity amongst the crane owners, such problems can be easily solved without wasting time, energy & money. He conveyed special thanks to Mr. Ashwin Gandhi for his endeavour in helping the members in this regard.

**9. Zone-wise Warehouse Facility / Parking Place for cranes:**

Mr. Rajesh of PBL Transport suggested that there should be some parking place available zone-wise for various members to park their cranes, which could result in avoiding transportation cost. Mr. Raju Ozarkar explained that there are some yards / parking space coming up in Nagpur, which can be explored by members / COAOI to meet the parking needs of crane owners there. Circular will be sent out by the General Secretary to all the members for their response with details in various regions.

**10. Feedback / Presentation by members:**

Opportunities & Challenges of crane hirers in India as explained by Mr. Udayan Mookerjee are summarized below:

**OPPORTUNITIES:**

- Explained about the trend of crane renting business in India (pro-rata renting suggested).
- Manpower is the biggest asset for any company so every member should try to motivate the key personnel to avoid switching over to other companies.
- He emphasized that presently there is only 5% rental of construction equipments in India and many of the construction companies purchase the equipments instead of getting it on rent. So crane owners should concentrate on how to make the renting business grow further by approaching and advising the construction companies about the benefits of getting the equipments on hire basis.
- There are only about 2000+ cranes in India. There is huge potential for the medium size companies to grow further.

**CHALLENGES:**

- Defaulters from construction companies are the biggest challenge for the crane hiring industry today. Payment terms need to be made stringent for getting prompt release of hire charges from construction companies.
- Take care of employees so that they do not migrate from one crane hiring company to another and enhance their contributions for the success and turnover of the company.
- Term loan re-payment system to banks / financial institutions to be made more easy and comfortable for the crane owners so as to procure and update/upgrade their fleet of cranes & equipments, which will ultimately benefit the new projects & infrastructure build-up in the country.
- Sundry costs / overheads are getting increased day by day because of taxes levied, i.e. RTO tax, service tax, VAT, entry tax, way bill liability, etc.

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- Movement of cranes (crawler or mobile) from one place to another to be allowed on the basis of "Not-for-sale letter/certificate" to be furnished by crane owner or company utilizing the crane/equipment to promote hiring business in India.
- General Terms & Conditions (Standard GTC), prepared by EC members will be circulated to all the members, who can attach the same (Standard GTC) with their offers to be submitted to various crane users every time.

Members appreciated the presentation.

**11.Sponsor of the Event:** Reliance Commercial Finance (RCF) made following presentation to the members about their services, which can be utilized by the crane owners and others:

- RCF thanked the COAOI and its members for giving a chance to sponsor the event.
- RCF explained about various finance schemes such as commercial finance, mortgage finance, etc. being provided, apart from financing small scale industries.
- RCF agreed to entertain proposals for finance if received for business activities.
- RCF would prefer to give loan to a crane owner than a car owner.
- Observed that cranes are generally being imported in India because of the gap between demand and supply.
- Prefer to go by the valuation report of a crane rather than invoice value of a crane for financing pattern.
- Provide discount of more than 180 days on the bill which other banks do not provide.
- RCF to offer their fund base limit if crane owner desires. So crane owner need not worry about their fund base limit.
- RCF has started infrastructure finance which would be helpful for the crane owners to share information regarding what type of projects are coming up in each city/state.
- RCF to start a website by name: [www.smeonestop.com](http://www.smeonestop.com), where comparison between crane manufacturing companies can be done and information regarding tenders will be published and shared with the crane owners.
- Further queries, if any, by the crane owners can be addressed to them.

Mr. Ashwin Gandhi thanked Reliance Commercial Finance for coming forward to sponsor the event, when approached by Mr. Udayan Mookerjee. He also suggested to put their logo / advertisement : [www.Smeonestop.com](http://www.Smeonestop.com) on the COAOI's website (i.e. [www.coaoi.com](http://www.coaoi.com)) which will be beneficial to both the parties.

The meeting concluded with a vote of thanks to the Chair (followed by Dinner at Trident, BKC, Mumbai).