

MINUTES OF HI TEA MEETING AND 15TH E.C MEETING

OF

CRANE OWNERS ASSOCIATION OF INDIA

HELD ON 19.02.2015 AT 3:30 PM

AT

THE ACRES CLUB, CHEMBUR, MUMBAI

Members Present:

As per list attached (Annex “A”)

Mr. Ashwin Gandhi, President of the Association welcomed all the members present in the meeting and gave a brief report about the various activities / achievements of the Association.

1. President Mr. Ashwin Gandhi thanked Mr. Ravi Narayanan and Mr. Sheetal Malik of Escorts Ltd. for sparing their valuable time to make their presence in the meeting and also for joining the association as members.
2. President also informed members regarding 10% discount scheme started by COAOI for their members who are interested to pay 5 years of renewal fees in advance.
3. President emphasized upon the need to provide list of cranes owned by each member to COAOI as on 1.2.2015 in the attached format. Such data received from the members will be compiled for information to the State / Central Government to make them realize the strength of COAOI and the facilities and services provided by us to the Infrastructure / Refinery / Petrochemicals & other industries in India vis- a- vis the employment generated.
4. President briefed the house regarding the meeting held with the Hon'able Finance Minister in connection with transferring liability of service tax to service receiver instead of service provider as is in the case of transport companies and other meeting with the personal secretary of the Transport Minister on the issue of national permit for cranes and resolving various tax issues.
5. President informed members regarding revamping of COAOI Website and also invited members to come forward to advertise on website whose rates / charges will be circulated soon.

6. D&B Information services Pvt. Ltd. thanked COAOI for inviting them to present the Trade Exchange Program to its members. They informed that Dun and Bradstreet is present in more than 200 countries and is the world's leading provider of global business information, knowledge and insight.

They explained that The Dun and Bradstreet Trade Exchange Program is a 'shared information network' that gives 24x7 online access to payment information on current and prospective customers. With rich experience and expertise in running several such programs globally, the D&B Trade Exchange Program helps managements to improve collections, bring down sales outstanding, besides providing quality information to help business decision makers reduce risk and increase profitability.

With this program, members will be able to share information on customers delaying or defaulting their payments which will help all association members take adequate measures to prevent default and creating a transparent and safe environment for doing business.

The program only aims to provide objective information on vendor payment behavior of customers and is only an information sharing platform mutually beneficial to all participating members.

Members will be able to discreetly participate in the program without disclosing their names, thus ensuring complete confidentiality of your data.

In exchange for your data, they will receive free of charge 24*7 online information on your existing and prospective customer's vendor payment behavior to help you take all necessary precautions to avoid default and help in your collections process.

7. Xpertius Insurance Brokers Pvt. Ltd. was also invited to present their services or insurance policies available for the members of COAOI. They informed that Xpertius is 11 years old company and since from its establishment they are committed in providing the best value to their customers across the full spectrum of Insurance services during the entire insuring cycle from quotes to claims.

They also assured COAOI to offer the best services available in terms of higher discount, better cover available, better claim handling, Legal Guidance, smoother and faster claim settlements.

8. President thanked D&B for coming forward and sponsoring the HI TEA Meet for the members of COAOI and also requested members to cooperate with D&B by providing them the requested information if asked for.

The Meeting Concluded with a Vote of thanks to the chair (followed by HI TEA & Snacks).