

OCTOBER 2023

ENTERPRISE

A MONTHLY BULLETIN PUBLISHED BY VIDARBHA INDUSTRIES ASSOCIATION

UDYOJIKA SWAVALAMBAN
MELA FROM
30th SEPTEMBER 2023



60th

Foundation Day

CELEBRATION



VIA
VIDARBHA INDUSTRIES ASSOCIATION

VISION

To promote Vidarbha as a preferred investment destination and create conducive environment for socio-economic growth through industry and services

MISSION

To act as a catalyst between various stakeholders and authorities.

To create harmonious environment for accelerated industrial growth.

To provide a unified platform for policy advocacy at all levels.

To create, nurture and develop entrepreneurship and business leadership.

To enhance managerial and technical competency for excellence

CONTACT

Vidarbha Industries Association,
1st Floor, Udyog Bhawan, Civil Lines, Nagpur
+91 712-2561211/2554090
www.via-india.com | viangpindia@gmail.com

Download the VIA App



/vidarbhaindustriessociation



/viasocialngp

EDITORIAL BOARD

Vishal Agrawal

Aditya Saraf

Ashish Doshi

Dr. Anita Rao

Shobha Dhanwatey

Mili Juneja

Sei Deshpande



PRESIDENT'S MESSAGE

Dear Readers,

September 2023 marks a significant milestone in our journey as we complete 60 years since our foundation. When most people hit that age, they're considered old and ready for retirement. However, there's no retirement for entrepreneurs whose spirit keeps them forever young. VIA embodies the spirit of such an entrepreneur - having blended experienced leadership with youthful energy for over 60 years!

This is also the time to evaluate our priorities as we go through an evident paradigm shift. Our focus now converges on making Vidarbha's entrepreneurs play their parts better so that the quality of industry in the region rises to the next level. We need to open our minds to better possibilities, in tune with our growing potential.

Success hinges on the right thinking. "Chhoti soch" just won't cut it in today's industrial atmosphere. We must discard the old mindset of complaining, whining, and finger-pointing and embrace a proactive and innovative approach. There are many positive changes happening in Vidarbha's industrial scene, including increased political support and improved infrastructure. The Samruddhi Mahamarg has shortened distances and better transportation options have opened up; we encourage entrepreneurs to seize these opportunities with great enthusiasm.

Self-improvement is essential in these times. Entrepreneurs must acquire better attitudes, attributes, and aptitudes to succeed. Soft skills will play a pivotal role on this journey, and VIA is committed to providing the necessary resources. We believe that entrepreneurs can be built through training, motivation, and a positive approach. We envision a bright future for Vidarbha in many areas like ceramics, petrochemicals, steel, and textile processing.

Let us embrace the spirit of entrepreneurship, innovation, and positive thinking. Together, we can drive Vidarbha's industrial community towards a brighter and more prosperous future. Here's to the next 60 years of excellence!

Regards,

- Vishal Agrawal
President



SECRETARY'S MESSAGE

Dear Readers,

In September VIA LEW conducted a session on Customer Relationship Management (CRM) where Mili Juneja - Growth Consultant, Trainer, and CRM Consultant, guided the participants with a thought-provoking exercise on the importance of data management. R Vimala - CEO of Maharashtra State Khadi and Village Industries Board (MSKVIB) Mumbai, interacted with the senior members of VIA to promote the natural AGMARK-certified 'Madhuban Madh' honey that benefits farmers and small entrepreneurs.

The Head of Sales at Jebel Ali Free Zone (JAFZA) interacted with VIA members and the industrial community of Vidarbha, speaking about the offerings for companies interested in setting up their manufacturing base or warehousing facilities or even availing the incubation services at JAFZA, in addition to the business opportunities available there.

Kindly note that the 26th "Udyojika Swavalamban Mela - An All Eves' Exhibition" is being organized by the Lady Entrepreneurs' Wing of Vidarbha Industries Association (VIA LEW) and Barrister Sheshrao Wankhede Trust (In memory of Late Smt. Kusumtai Wankhede) at the Kusumtai Wankhede Hall, Nagpur, from 30 September 2023.

I look forward to your continued support.

- Ashish Doshi
Secretary



EDITOR'S MESSAGE

Dear Readers,

September was a particularly special month for VIA as we completed 60 years of service to the industries of Vidarbha. Speaking at our Foundation Day event, Devendra Fadnavis - Deputy Chief Minister of Maharashtra, expressed his belief that India will become the manufacturing hub of the world in the next decade, based on positive sentiments, a bullish atmosphere and proper policies. Union Minister Nitin Gadkari joined the august gathering online and informed about several exciting projects coming up in Vidarbha. The cover story for this month's edition of the "Enterprise" shares the highlights of the celebrations.

In their guest articles, Dr. T. S. Rawal explains

how India is grappling with policy contradictions that have sent ripples of confusion through the international investor community, Dr. Suresh Pandilwar talks about on-the-job training as one of the best tools for internal talent building, Dr. Smita Singh (Dabholkar) breaks down the "Global Gender Gap Report 2023" by WEF and what it means for the female workforce in India, Mr. Pradeep Maheshwari suggests building a women-operated food processing cluster in Vidarbha as a way to generate employment opportunities, and CA Naresh Jakhota explains how AI is being used for powerful tax administration and catching fraudulent tax evasion cases.

We endeavour to bring you the latest and most important news related to the industries of Vidarbha. We encourage all our readers to share write-ups to be published in subsequent editions of the 'Enterprise'. Please write to us at viangpindia@gmail.com with your input and feedback.

- Aditya Saraf
Editor

UDYOJIKA SWAVALAMBAN MELA - AN ALL EVES' EXHIBITION



RASHMI KULKARNI
Chairperson
VIA LEW

The 26th “Udyojika Swavalamban Mela - An All Eves’ Exhibition” is being organized by the Lady Entrepreneurs’ Wing of Vidarbha Industries Association (VIA LEW) and Barrister Sheshrao Wankhede Trust (In memory of Late Smt. Kusumtai Wankhede) at the Kusumtai Wankhede Hall, Nagpur, from 30 September 2023.

SIDBI’s “Mission Swavalamban” empowers entrepreneurs by turning the country’s youth from job seekers to job creators. They have joined hands with us on this exhibition to encourage women to become “atma nirbhar” entrepreneurs, thus boosting the morale of several ambitious women who contribute to the progress of our nation.

Over the years, Udyojika has developed a platform that not only celebrates the spirit of entrepreneurship but also nurtures it. This exhibition has come a long way since its inception, and it is indeed heartening to witness the remarkable journey it has initiated. It has become a symbol of empowerment and innovation, and is a pride of Orange City.

We not only focus on the display and sale of products but also provide a platform for aspiring entrepreneurs to connect, learn, grow and enhance their skills and knowledge during the exhibition. With immense gratitude, I thank each and every one who has contributed to making this exhibition happen. Together, we have created a platform that not only celebrates entrepreneurship but also uplifts women in their entrepreneurial journey.

Let’s continue to grow and prosper together, making Udyojika a beacon of inspiration and innovation in the world of entrepreneurship. This year we have allotted more than 15% of the stalls to rural artisans and tribals to give them a commercial platform. Year after year, we have been blessed to receive an overwhelming response from all quarters. Udyojika has truly become the talk of the town, and this wouldn’t have been possible without the support and enthusiasm of our participants, sponsors, and the local community.

I am grateful to all our distinguished former Chairpersons, Advisory Committee Members, and our dedicated team for their untiring support and commitment towards the success of Udyojika.

“If you are strong, focused and passionate about what you want to do, everything falls in place” - Richa Kar-Zivame.

MISSION SWAVALAMBAN



SANTOSH RAO MORE
AGM - SIDBI, Nagpur

SIDBI is the principal financial institution engaged in the promotion, financing and development of the MSME sector, and also in coordinating the functions of various institutions engaged in similar activities. SIDBI

aims to further accelerate this effort by creating an integrated credit and development support ecosystem for Indian MSMEs, thus promoting their inclusive growth, enabling them to be globally competitive and play a crucial role in the “Atmanirbhar Bharat” initiative

The promotional and development activities of the bank are woven around strengthening the enterprise value chain by addressing financial and non-financial gaps in the MSME ecosystem, especially at the bottom of the pyramid. Gaps-

based initiatives are being undertaken under P&D activities for promoting entrepreneurship amongst the youth towards inclusive and innovative engagement that reaches out to micro and budding entrepreneurs in the underserved segment. SIDBI has an umbrella “Mission Swavalamban” under which various initiatives are undertaken to transform the youth into Swavalambis i.e. from job seekers to job creators, from dependent to self-reliant, and from employees to entrepreneurs.

Under the theme of “Mission Swavalamban”, SIDBI’s primary objective is to strengthen the entrepreneurship ecosystem by organizing and supporting various pan-India flagship initiatives. We take multiple initiatives at the village, district, state, and national levels to fuel the entrepreneurial ambition of aspiring youth of the country.

A key flagship initiative of SIDBI is “Swavalamban Mela” which empowers women micro-entrepreneurs/artisans/SHGs members through market exposure, creates awareness about financial and digital literacy, and enhances their business by giving access to

e-commerce marketing platforms. These Melas act as collaboration platforms that give wings to their dreams. They also encourage rural entrepreneurs to participate, get exposure, and understand the value addition in products made by them based on market demand.

During such Melas, we invite formal financial partners/institutions to establish credit connections, apart from market connections. We recognize and felicitate entrepreneurs for acting as role models by providing capacity-building incentive vouchers for their innovative products and services. The mela is more beneficial for women entrepreneurs in terms of generation of livelihood, market connects, skill enhancement and capacity building through different steps initiated by SIDBI, thus empowering MSMEs as well as enabling the “Atmanirbhar Bharat” initiative.

Over the years, this initiative has helped many Indian artisans get access to the markets and walk the journey of becoming “artipreneurs”. SIDBI as an institution envisions having one entrepreneur in every household and these small steps are aimed at achieving that vision.

RANGE OF AIR COMPRESSORS

Ingersoll Rand is focused on continuous innovation and development of ground-breaking technologies to deliver superb efficiency, reliability, and performance.

SA Field Marketing & Services, distributors for Ingersoll Rand in central India for more than 2 decades, takes pride in providing the latest technology and high-quality compressors, dryers, and compressed air accessories. Not just that, more than 500 businesses trust SA Field, to get after sales assistance of original IR parts and timely service.





















SA FIELD MARKETING & SERVICES

☎ +91 7720087896 📍 N62, MIDC HINGNA, NAGPUR, MH - 440016 ✉ info@sa-field.com 🌐 www.safield.in

ENTERPRISE









4



GIMA Tex

GIMATEX INDUSTRIES PVT. LTD.
INTEGRATED TEXTILE SUPPLIER



minus one
MEN'S CHINOS
& SHORTS

AUTO FIT
TECHNOLOGY



YARNS

Polyester, Viscose, Cotton, Modal, Lyocell, Spandex in different blend compositions in Grey, Dyed & Melange Shade.



FABRIC

100% Cotton & Blended, 100% Viscose, Modal, tencel & their Blends PC. (All Grey Fabric from width of 38 to 102 inch)



FINISH FABRICS

Cotton, 100% Viscose, Shirting Bottom Weights, Dress material & Dobbies in Dyed & Print. (Specializing in stretches)



WHITE GOLD™
Refined Cotton Seed Oil

सेहत के साथ, शुद्धता और स्वाद



सेहत भी, स्वाद भी



YARN & FABRIC

Hinganghat Office :
Gimatex Industries Pvt. Ltd.
Ram Mandir Ward, Hinganghat- 442 301.
Maharashtra, INDIA.
Mob.: +91-9326800009 (Yarn)
Mob.: +91-9326810003 (Fabric)
Email: info@gimatex.co.in

Mumbai Office :

Gimatex Industries Pvt. Ltd. A, A/202, Ramji House,
2nd Floor, 30-Jambulwadi, Kalbadevi, Mumbai- 400 002.
Maharashtra, INDIA
Mob: +91 9821213511 (Yarn)
Email- mho@gimatex.co.in

FINISH FABRIC & GARMENTS

Dholka Office:

Gimatex Industries Pvt. Ltd.
Near Microwave Tower, Transad Road,
Dholka- 387810, Gujarat (India)
Mob.: +91-9727733344 (Finish Fabric)
Mob.: +91-8668344285 (Garments)
Email- salesdholka@gimatex.co.in

Oil

Gimatex Industries Pvt. Ltd., CSP Unit,
Wardha Road, Hinganghat - 442301,
Dist. Wardha, Maharashtra, India
Mob: +91-9420137900/7066041915
Email: salesdgcsp@gimatex.co.in

Minus One (Men's Chinos & Shorts)

Gimatex Industries Pvt. Ltd.
Mob: +91-9824225800
Email: mitesh@gimatex.co.in

MANAGEMENT MATTERS: THINK, WOMEN!



**DR. SMITA SINGH
(DABHOLKAR)**

Associate Professor
HR and OB
IMT Nagpur

At the outset, I would like to appreciate the women who aspire, who fight challenges, and who break through the adamant walls wherever and of whatever stature. Congratulations to the Udyojikas! Congratulations to VIA LEW for providing a consistent platform to the action ladies of the city. Kudos!

Having said that, the country needs more women champions with the men around them. This is what we can infer from the latest “Global Gender Gap Report 2023” published by the World Economic Forum.

According to it, India was ranked 127 out of 146 countries in gender parity. Compared to last year’s 135th position, there is an improvement of eight places. We have closed 64.3% of the overall gender gap. We have attained parity in enrolment across all levels of education. However, we have reached only 36.7% parity in Economic Participation and Opportunity. There is a slight upward trend in parity in wages and income but the shares of women in senior positions and technical roles have dropped slightly since the last edition. On Political Empowerment, India has 25.3% parity, with women representing 15.1% of parliamentarians, the highest for India since

the inaugural 2006 edition. On the Health and Survival index (95%), the improvement in the sex ratio at birth by 1.9% to 92.7% has driven up parity after more than a decade of slow progress.

This Index annually benchmarks the current state and evolution of gender parity. It’s the longest-standing index that tracks the progress of various countries’ efforts towards closing these gaps over time, for the last 17 years.

Well, at the top of the list is, Iceland. Iceland (91.2%) takes the top position even this year. If you find time and are interested you may read the report on ‘Why and how Iceland is at the top of the rank year after year?’ on weforum.org. Okay, so let us bring our focus back on us. First of all, let me talk a little bit about the aspects that are being studied and ranked. Let us begin with understanding them:

Economic Participation and Opportunity: In terms of Economic Participation, as women, what is our level of participation in the economic decisions of our lives? How many women can boast that they are financially literate and contribute to the financial decisions at home?

As far as Economic Opportunity is concerned, how many women feel that they are empowered enough to take charge of their own education, work, and ambition? I truly feel in many cases we as women need to become more assertive from within and voice what we feel and think more assertively. We need more



Greetings !!
FESTIVE SEASON

New arrival of Gold, Diamond, Platinum Jewellery & Silver gift articles


Batukbhai
Batukbhai Sons Jewellers

Dharampeth, Nagpur

Ph: 91688 36888, 91688 37888, 91688 39888

E-mail : info@batukbhai.com | Web : www.batukbhai.com

 <https://www.facebook.com/batukbhaijewellers>

Image India/Bt/17

and more families to encourage and nurture the spirit of aspiration in their daughters and daughters-in-law. Well, this is a huge area that needs to be looked at. I can give you a simple example. Just analyze the different sets of words used to bless the loved ones; the sons, the sons-in-law, and daughters and daughters-in-law. It may reveal what is expected from each, and surprisingly you may find that in many cases, obviously not all, we expect them to prioritize different things in life, and in the same world we talk about equality and equity.

The aim of this article is not to point fingers but to realize that unless we start thinking, acting, and speaking differently, different things will not happen. Please read the statement in bold, italic, and underlined to connect with what I have stated. I am rewriting it here for easy reference, 'The shares of women in senior positions and technical roles have dropped slightly since the last edition'. This is a matter of serious concern. Just imagine, women who have worked hard to reach senior positions but eventually fail to sustain themselves. We don't have the data to explain how many may have left by choice and how many because they had no choice. Whatever might be the reasons, it's a failure that we need to own up to and address as individuals and as a society. As a woman, I believe we need to take charge of ourselves first before we start looking around for any kind of support. But having said that, equal support from outside is also required.

Educational Attainment: Outcomes on basic and higher education. I was conversing with a young lady who has finished her MBBS and MD. Mother of a now 5-year-old, she is still not able to go out and work although she wants to. Isn't it high time we as a country have a robust day-care mechanism? Inclusiveness needs to be put into action. It's left to the girl at best to her parents or in-laws to make sure that the kid is looked after so that this lady can work. We all have stories of parents or in-laws having shifted to their daughter's or son's place so that their daughter or daughter-in-law can work, but is this enough? We need robust, structured systems in place along with the volunteers.

Health and Survival: As women, do we prioritize our health? How much of our time is invested in looking after our health? I and Dr. Abhishek Singh, my co-author of a business case that we are writing were conversing with Arunachalam Muruganantham (Padman). During the course of the conversation he revealed that in his initial days of research when he was making sanitary pads for women, he was shocked to know that many of them in the rural areas did not want to buy the pad as it would affect the milk budget of the family. If they had an X amount in their family budget, there was no provision for spending on their own menstrual hygiene. Most of them were operating in a catch-22 situation. This is just one issue, there are many.

Political Empowerment: How many of us are aspiring to play active role in governance, at any level for that matter? How many of us have a say in the decision-making process at work or in society? How many of us get heard in our own families? If you do, great! We need to help those who don't.



Premium handmade products for a healthy lifestyle

A brand that brings you a range of premium products that are handmade & homemade with best quality of natural ingredients prepared with lots of love just for you!



Home Delicacies

Nutritious Laddoos, Chai Masala, Shankarpale, Dry Chutney's, Mouth Freshner and many more



Herbal Care

Skinol - Skin Protector, Pain Relief Oil, Herbal Hair Oil, Ubtan (Face Pack) & Moisturising soaps for all age groups



All products made by **Jyoti Sarwate** | 9730006363 Hingna Road T-Point, Nagpur



Ab cement ki delivery ka **Load mat lo**

Dalmia
un!LOAD
kahin bhi kabhi bhi

DOWNLOAD
DALMIA UNLOAD APP
TO ORDER CEMENT
ONLINE



- Ease of payment
- Track your order
- On-site delivery



CRM: THE GOLDEN POT



VIA LEW conducted a session on Customer Relationship Management (CRM) where Mili Juneja - Growth Consultant, Trainer, and CRM Consultant, guided the participants with a thought-provoking exercise on the importance of data management. Highlights:

- CRM isn't just data management; it's also business automation to keep customers engaged.
- CRM reduces operational hours and improves sales efficiency.
- CRM keeps a history of all the communications and transactions done with a prospect or client and provides customized solutions.
- No Code SaaS applications are easy to use and quick to implement.

She also gave a demonstration of Zoho CRM and explained how quickly one can complete

the sales order process by using CRM software. The attendees were overwhelmed by the quick and easy solutions shared by Juneja; her way of explaining made it easy for non-technical entrepreneurs to understand and implement CRM as well.

Earlier, Rashmi Kulkarni - Chairperson of VIA LEW, said that CRM is important for businesses to grow, connect and fulfil their customer requirements. She further informed the attendees about the Udyojika exhibition that commences on 30 September 2023. Past Chairperson Chitra Parate welcomed the guest speaker. Project Directors Shachi Mallick and Amandeep Kaur conducted the program. Yogita Deshmukh - Secretary of VIA LEW, proposed the vote of thanks.

Prominently present were Poonam Lala - the Immediate Past Chairperson; Past Chairpersons Anjali Gupta, Vandana Sharma, Reeta Lanjewar, Dr Anita Rao and Manisha Bawankar; Poonam Gupta - Treasurer; Committee Members Sania Ramchandani, Kalyani Hinganikar, Tejal Rakshamwar; several LEW members and women entrepreneurs.

OJT-BEST TOOL FOR INTERNAL TALENT BUILDING



Dr. SURESH PANDILWAR
Co-chairman
VIA HRD Forum

Training is an investment in human capital that yields returns through enhanced productivity, increased efficiency, and a safer and more harmonious work environment. Cultivating a culture of continuous learning through methods like On-The-Job-Training (OJT) can set you apart in today's competitive business scenario. Many organizations use training methods to improve potential hires' pre-existing skills and knowledge. Training

methods vary according to the type of job, the nature of the industry, and the cost of selecting a particular training method (on-the-job training or off-the-job training).

On-the-job training is a hands-on method to obtain proficiency, knowledge, and skills required to expert a job in a real-life working environment. For example, an organization provides training on the job for new employees to get accustomed to specific devices, tools or equipment needed in the work field. This is done with the help of practice sessions, simulations, or a fabricated training environment.

OJT gives new employees a direct

experience of the work procedures. They get well-versed in potential challenges and responsibilities. Employees get to understand the supervisor's expectations from their role, how certain types of equipment and software work, and other necessary hard skills required to accomplish their tasks.

The duration of on-the-job training depends on the nature of the work and the tasks that need to be performed. It may last from weeks to months. The most eminent form of on-the-job training is when new employees shadow old employees. After some time, they begin to carry out their tasks under the supervision of seniors.

Creating an OJT training program could greatly benefit your business because new employees learn how to perform tasks in exactly the right way for your organization. This can help your new

employees eliminate their weaknesses, acquire necessary skills, understand the company's values, and become productive more quickly.

Another benefit of OJT training is its cost efficiency as it eliminates the need to hire expensive external trainers, host seminars and other training sessions, or travel offsite. It also develops an internal talent pipeline by giving experienced workers the chance to mentor new coworkers within a structured framework. This can help you prepare high-performing team members for the future.

In summary, the main purpose of OJT is to create a competent, efficient, and safe workforce by providing employees with the practical experience and knowledge they need to succeed in their roles, and the organisation's training department is equally responsible for doing so.

ENCOURAGE WOMEN ENTREPRENEURS THROUGH OPPORTUNITIES



PRADEEP MAHESHWARI
Strategist
Natural Resources

Women entrepreneurs have proved their abilities to excel in various fields and our male-dominated society must continue to create equal opportunities for them. Irrespective of their qualifications and skills, women can perform well in many areas and Vidarbha's food processing can be one such segment.

Ready-to-eat products: With the growing demand for ready-to-eat products, many daily consumption items can be made by groups of women. In today's scenario, most families are shifting to such products, subject to quality, hygiene, packing and taste. These items include many types of pickles, chutneys, ready-to-use masalas, etc.

With proper guidance and financial assistance, many such micro and small units can flourish in Vidarbha by supplying both domestically as well as abroad. Many government agencies like

NABARD, APEEDA, NAFED, and the Ministry of Food Processing offer different schemes for food processing industries.

A women-operated food processing cluster in Vidarbha may be the first of its kind in the country. The government must provide large cold storage near such a cluster to ensure the year-round supply of consistent quality input at affordable prices for women entrepreneurs. As prices fall during peak season and shoot up off-season, this cold storage will ensure that the cluster is sustainable in the long term. This way, hundreds of women entrepreneurs can become job-givers for thousands of women on a regular basis.

Food for airlines: Nagpur is a suitable place to process food items purchased by leading airlines. In the future, Nagpur Airport may attract many international/domestic flights. Reputed and established makers of such items can outsource their requirements under stricter quality parameters.

Support for local farmers: This unique cluster can buy day-to-day requirements from nearby farmers. Regular purchases with good prices can help them maintain better quality seeds,

milk and milk products, poultry and eggs, and fresh vegetables. Women entrepreneurs can also expand their business to larger, high-consumption cities like Mumbai and Pune which are also nearby. Improved road connectivity will ensure that fresh, high-quality food items reach the final consumers.

VIA has the most talented group of women entrepreneurs who can take this idea forward, with support from our present government. Many government schemes can be used effectively to ensure that a completely women-operated food processing cluster comes to Vidarbha at the earliest.

JAFZA HEAD INTERACTS WITH VIDARBHA INDUSTRIALISTS



Ebtesam Al Kaabi - Head of Sales at Jebel Ali Free Zone (JAFZA) interacted with VIA members and the industrial community of Vidarbha. She gave a detailed presentation about JAFZA, covering the offerings for companies interested in setting up their manufacturing base or warehousing facilities or even availing the incubation services at JAFZA, in addition to the business opportunities available there. Highlights:

- JAFZA is the largest free zone in Dubai; it offers facilities such as customisable manufacturing plots, light industrial units (LIUs), warehouses, offices and ready-to-move-in showrooms.
- It has a dedicated area of over 3.4 million square metres for SMEs, multinationals and businesses that are serious about creating future success stories.
- The CEPA agreement signed between UAE and India plays a vital role in Indian business to be competitive in Dubai as it's 100% tax-free.
- JAFZA offers new companies with 100% relaxation in taxation and ease of doing business.
- People can open a company and bank account online without visiting Dubai.
- There is an opportunity for Indian products to be displayed in Bharat Bazar.
- One of the biggest advantages of Jafza is its

proximity to the Jebel Ali Port, which offers construction companies access to over 3.5 billion existing and potential consumers in the Middle East-Africa-South Asia (MEASA).

- Jafza is continually attracting SMEs and multinationals owing to facilities that will help set up their base in the free zone and expand the reach of their products in the Middle East and Africa.
- The Jebel Ali Port is the largest port between Rotterdam and Singapore and it can handle all types of cargo including breakbulk through its 1.4 million square metres general cargo terminal.
- Customers can also benefit from the logistics corridor that connects the Port with Dubai International Airport and Al Maktoum International Airport.

Mukesh Kalra - Head of Business Development of UAE-India Business Council (UIBC) Gurugram said, "UIBC is the official Joint Business Chamber set up by both the governments for promoting economic synergies between the UAE and India. UAE major companies like DP World, Sharaf Group, Lulu, Etihad Airways, First Abu Dhabi Bank, Emirates NBD, and Emaar are some key members".

The session was supported by Vidarbha Management Association (VMA) and the Centre Head of MCED Sub Centre in Hingna, Nagpur. Earlier, Kaushal Mohta - Chairman of VIA EXIM Forum, spoke about the activities of VIA. Rakesh Surana - Jt Secretary of VIA, welcomed the guests. VIA Members, representatives from exporting units, and members of the industrial fraternity attended the program.

VIA CELEBRATES 60TH FOUNDATION DAY

While speaking as the chief guest at VIA's 60th Foundation Day event, Devendra Fadnavis - Deputy Chief Minister of Maharashtra, expressed his belief that India will become the manufacturing hub of the world in the next decade, based on positive sentiments, a bullish atmosphere and proper policies.

"India will soon become the third-largest economy in the world. Many global industry czars are willing to shift their base from other countries and pitch their tent in India. A similar sentiment exists among entrepreneurs in developed countries", he said, adding that about 20,000 crore will be invested in the renewable energy sector in Vidarbha. In addition, VIA should also appeal to entrepreneurs to set up industries in Nagpur, he opined. "A textile ecosystem is being created by the central government in Amravati and a textile park is being developed in the city. For this, fresh land had to be acquired", Fadnavis added.

Union Minister Nitin Gadkari greeted the august gathering online and informed about several upcoming projects in Vidarbha; an electric trolley bus service that will start on Nagpur's Ring Road by year-end, a Falcon jet manufacturing unit in Mihan, a textile park at the site of Empress Mills and an access control highway from Visakhapatnam to Raipur (which once connected to Gadchiroli, will be used to deliver Vidarbha's goods directly to the ports). "An international-level grocery and oil market

is emerging in Kalamna in Nagpur. Not only this, Rs. 71,200 crore have been received for Sindhi Dry Port. A logistics park is also being built here. VIA should contribute to all these development works. For this, mega events like Advantage Nagpur and Advantage Akola should be organised in the region", Gadkari suggested.

At the outset, Vishal Agarwal said that Vidarbha has always been considered a backward region. However, under the stewardship of Devendra Fadnavis, the time has come to bring an industrial revolution to the region. "Entrepreneurs should proceed with positive thinking and VIA too is continuously striving in this direction", he said.

Those present at the programme included MP Kripal Tumane, former MP Ajay Sancheti, Praveen Datke, MPCC General Secretary Atul Kotecha, social worker Girish Gandhi, WCL CMD Manoj Kumar, Director A K Singh, Mahanadi Coal Fields Director Dayashankar Tiwari, Chairman and MD of Confidence Petroleum Nitin Khara, Dhananjay Joshi, Cosia Vidarbha Chairman CA Julfesh Shah, CA Kailas Jogani, former President of VIA Suresh Rath, Praveen Tapadia, Vice Chairman Prashant Mohta, Gaurav Sarada, Dr Anwar Dawood, Treasurer of VIA Aditya Saraf, Secretary of VIA Ashish Doshi, Joint Secretary of VIA Anita Rao, Pratik Tapadia, Prakash Surana, Suhas Budhe, Pankaj Bakshi, Pradeep Maheshwari, Sachin Puniani, Farooq Akbani and many others.









View of BAJAJ HEAD OFFICE complex



BAJAJ Pre Engineered Steel Buildings & K-houses

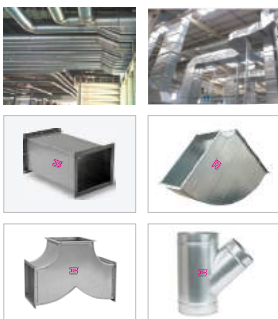


APPLICATIONS

- Industrial Buildings
- Warehouses
- Power Plant
- Structures
- Storage Buildings
- Highrise Buildings
- Parking Lots
- K Houses

Mr. Rajesh Modi : +91 93702 24505

BAJAJ Duct System



Mr. Parag Wanjari : +91 7758875833

Mr. Sanjay Ladole : +91 8956005391

BAJAJ Steel Doors (Fire, Hospital,
Commercial & Domestic Application)



Mr. Prabhat Sahu : +91 94224 71552

BAJAJ Electrical Panels



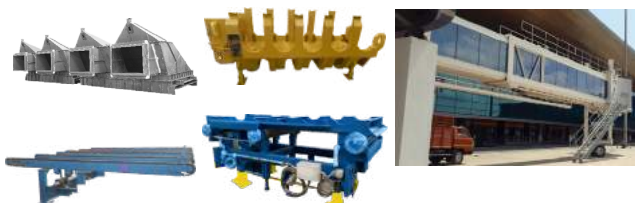
Mr. Deepesh Srivastava : +91 9960082540

BAJAJ Office Furnitures



Mr. Prabhat Sahu : +91 94224 71552

BAJAJ Heavy Equipment Division



Mr. Ajay Choudhari : +91 9850303967

BAJAJ Ginning and Pressing



Mr. Sourabh A. Bafna

M: +91 9503032899



Mr. Lalit Kalantri

M: +91 9325132311

M: +91 7507005544

BAJAJ Hydraulics Powerpacks & Cylinders



Mr. Mayur Paliwal : +91 77740 50429

BAJAJ Fire Fighting Systems



Mr. Roshan Palwe : +91 7391083944

BAJAJ Speciality Conveyor



Subhendu Basu : +91 9830171053

BAJAJ Industrial Fans and Impellers



Mr. Parag Wanjari : +91 7758875833 | Mr. Sanjay Ladole : +91 8956005391



BAJAJ STEEL INDUSTRIES LIMITED

CIN L27100MH1961PLC011936 | GST NO.:27AAACB5340H1ZY
Plot No. C-108, MIDC Industrial Area, Hingna, Nagpur - 440016 (MH) India.
Tel. : +91-07104-238101 - 20, Fax : +91-07104- 237067
E-mail : bsi@bajajngp.com, inquiry@bajajngp.com | www.bajajngp.com
AN ISO 9001 : 2015, 14001 : 2015 & 45001 : 2018 CERTIFIED COMPANY



Follow us on :

THE TAX TALK: AI AND STRONG DATABASE TO DRIVE INCOME TAX DEPARTMENT



CA NARESH JAKHOTIA

“About 1,00,000 notices were sent...By March 2024, this entire 1 lakh will be cleared... All the notices were issued based on the information that we have. The process will be now rather more predictable...it is no longer a fishing expedition.” – extract from the speech of Smt. Nirmala Sitharaman, Finance Minister at the 164th Income Tax Day celebration event.

The Income Tax Department is banking on Artificial Intelligence (AI) to identify probable tax evaders and revenue leakages. Technology and AI software is now used for powerful tax administration and catching fraudulent tax evasion cases. Right from businessmen to salaried taxpayers, from charitable organizations to corporations, everyone is under the lens of the tax department and the result is visible too. Let's discuss some of the instances which have resulted in the selection of the cases by the Income Tax Department in the recent past which may invite notices in days to come:

1. Bogus deduction and exemption by taxpayers: At present, no documents or evidence are required to be submitted at the time of filing the income tax return in support of deduction and exemption. This has resulted in a temptation to make bogus claims, mostly by salaried taxpayers. There are various instances and cases which are now in the possession of the Income Tax Department regarding the fake exemption and deduction claim. A few of such instances noticed could be summarized as under:

- a) Fake claim of deduction towards House Rent Allowances (HRA). Deduction is claimed without payment of actual rent, or without any documentary evidence.
- b) Bogus political or charitable donation claim

through accommodation entries.

- c) Deduction under section 80C without any investment in LIC/PPF/ etc.
- d) Deduction towards mediclaim or health expenses of the parents who are senior citizens.
- e) Bogus housing loan deduction.
- f) Bogus purchase cases were found during the enquiry by the GST Department.

2. Not showing all the income: The Income Tax Department is collecting information from various sources and the same is forming part of Form 26AS (Tax Credit Statement) as well as AIS (Annual Information Statement). Non-reporting of the income which is already in the database of the Income Tax Department often results in income tax notices to the taxpayers.

3. High value transactions non-commensurate with taxpayer's income: High amounts of cash deposited in the bank account, high credit card spending, high value investment of mutual funds etc. which don't match with the income profile of the taxpayers result in investigation by the Income Tax Department.

4. High value income tax refund: Income tax refund claim of large amounts by various taxpayers, more particularly salaried taxpayers, is also under the scanner of the Income Tax Department. Such cases may also come under the security of the taxmen.

5. Not incorporating shares and mutual funds transactions in the ITR: There are various taxpayers who have incurred losses in shares transactions and have not shown it in the ITR form for the reason that they have incurred the loss. The database of the Income Tax Department is showing the transaction of shares and it's not incorporated in the ITR form (though it's a loss) may result in an enquiry by the department. Even the off-market share transaction is getting reported and scrutinized by the department.

Consequences if the department notices bogus claim/exemption/deduction or suppression of income

Any attempt by the taxpayers to reduce the tax liability by underreporting or misreporting of income is subject to penalty u/s 270A. The penalty shall be 50% of the tax payable on under-reported income. However, in a case where under-reporting of income results from the “misreporting” of income then the taxpayer shall be liable for a penalty of 200% of the tax payable on such misreported income. In short, the cost of the penalty would be double the amount of otherwise legitimate tax liability. For the levy of a penalty of 200%, the following cases are considered as misreporting of income:

- Misrepresentation or suppression of facts.
- Failure to record investments in the books of account.
- Claim of expenditure not substantiated by any evidence.
- Recording of any false entry in the books of account.
- Failure to record any receipt in books of account having a bearing on the total income.
- Failure to report any international transaction or any transaction deemed to be an international transaction or any specified domestic transaction, to which the provisions of Chapter X apply.

In short, the bogus claim/deduction/concealment of income will attract a penalty

of 200% of the tax amount. This is the bare minimum amount of penalty which is subject to other penal consequences as well.

Option available with the taxpayers

If taxpayers find any mistake or error in the ITR recently filed, they have the option to rectify it by submitting a revised income tax return. No penal consequence is attracted if the taxpayers voluntarily rectify their mistake by filing the revised income tax return before the issuance of notice by the department. The time for revising the income tax return has been reduced to 31st December from 31st March. Taxpayers may note that the revised return doesn't attract any late fee. Return can be revised any number of times without any restrictions or bars.

Conclusion

Even genuine mistakes and errors could result in a penalty and now the cost of penalty/fine is more than the cost of tax. The chances of getting caught are now higher. Taxpayers who have filed the return may just recheck the return filed to see if there is any concealment or error and may use the option of filing a revised income tax return to avoid any adverse consequences.

Readers may forward their feedback and queries to taxtalknew@gmail.com. Other articles and responses to queries are available at www.theTAXtalk.com]

INDIA'S CONTRADICTIONARY POLICIES MAKE IT TOUGH FOR INVESTORS



Dr. TEJINDER SINGH RAWAL
Chartered Accountant

India, known for its burgeoning economy and vast market potential, is currently grappling with policy contradictions that have sent ripples of confusion and uncertainty through the international investor community. Recent decisions made by the Indian government have

created an environment that challenges foreign investors seeking opportunities in the country.

In a surprising move in early August, India imposed import restrictions on personal computers and laptops, taking tech giants like Apple, Samsung, and Dell off guard. This action was widely interpreted as a protectionist measure and raised concerns about India's commitment to free trade. Experts noted that such decisions could deter foreign companies from establishing a more substantial presence

in India, potentially stifling technological innovation and economic growth.

Another puzzling development was the tightening of capital controls by the RBI. This move was intended to make it more difficult for companies to raise funds from overseas investors. While the government has been making strides to improve the investment climate by liberalizing FDI rules and investing heavily in infrastructure, this recent policy decision threatens to impede investment and economic expansion. It contradicts the very principles that the government has been promoting to attract foreign capital.

India's policy inconsistencies are increasingly posing challenges for foreign investors attempting to penetrate the market. For India to entice long-term investments, it becomes imperative for the government to exhibit greater policy coherence. This perspective emphasizes the critical role of a steadfast and dependable policy infrastructure for investors seeking to allocate resources within the Indian market.

The government has justified its recent policy choices, asserting their importance in protecting the nation's economic interests. However, these sudden shifts in policy have raised doubts about India's reliability as a favourable investment destination.

In order to revitalize investor confidence and encourage more foreign capital inflow, the Indian government must take concrete steps to clarify its policies and provide a stable regulatory environment. In addition, there are other challenges that investors face when trying to navigate India's market:

- **Complex and Opaque Regulatory Environment:** Navigating the labyrinthine regulatory framework in India, through red tape and bureaucratic hurdles, can be time-consuming and frustrating.
- **Bureaucratic Hurdles:** Streamlining bureaucratic processes and enhancing transparency are imperative to improve the ease of doing business.

- **Infrastructure Bottlenecks:** Despite significant investments in infrastructure, India still grapples with infrastructure challenges, including inadequate transportation networks and power supply issues.
- **Lack of Skilled Labour:** A shortage of skilled labour in many sectors can hinder business operations. Investments in education and skill development are crucial to addressing this issue.

Despite these formidable challenges, India remains an alluring destination for investors. With its large and growing market, a young and educated population, and a burgeoning middle class, the country holds immense potential. However, to fully realise this potential, the government must work diligently to streamline policies, reduce red tape, and foster a more conducive environment for investment.

The author is a Chartered Accountant, economist and thinker. He can be reached at tsrawal@tsrawal.com

Love for hand made

Hand made lamps made with jute fibers ,
bamboo and natural wood.

- Floor lamps
- Table lamps
- Wall mounted lamps
- Hanging lamps

Customized lamps are also
available



Email:- loveforhandmade15@gmail.com

Contact:- 7499338122 / 8605757752

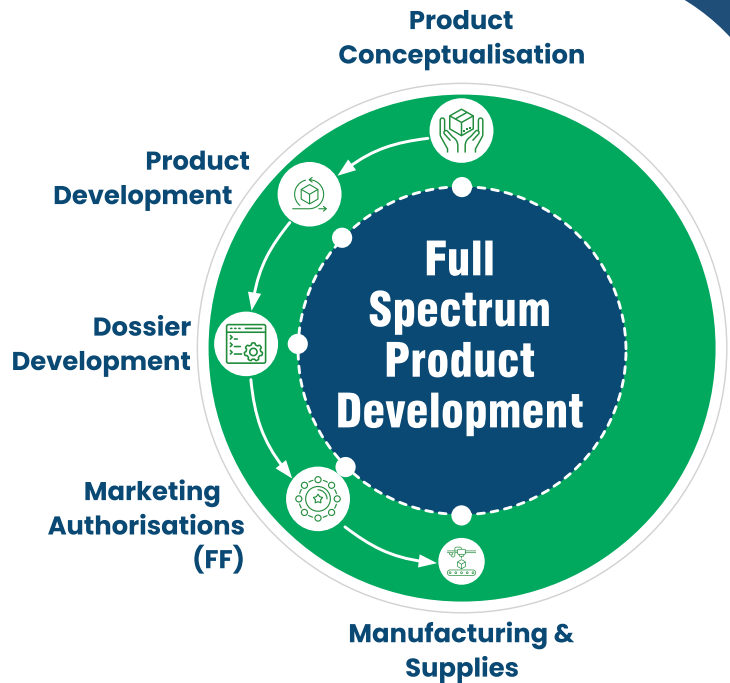
Address:- MahdiBagh colony Dr Ambedkar Marg, Nagpur, 440017

ZIM LABORATORIES LIMITED



EU-GMP,
WHO-GMP
NSF-ANSI 455-2
Approved
Manufacturing
Facility

Innovation And Differentiation For Patient-Centric Solutions



PRODUCT OFFERINGS



TABLETS



CAPSULES



PELLETS



ORAL THIN FILMS



GRANULES



DRY SYRUPS

MANUFACTURING FACILITY

B-21/22, MIDC Area,
Kalmeshwar - 441 501,
Dist. Nagpur, India.

REGISTERED OFFICE

Ground Floor, Sadoday Gyan,
Nelson Square, Chhindwara Road,
Nagpur - 440013, India.

MUMBAI OFFICE

606-A Wing, Atrium 215, Andheri Kurla Road,
Chakala, Andheri (East) Mumbai - 400093,
India.

Connect with us



MSKVIB ENCOURAGES VILLAGE INDUSTRIES



R Vimala - CEO of Maharashtra State Khadi and Village Industries Board (MSKVIB) Mumbai, interacted with the senior members of VIA to promote the natural AGMARK-certified 'Madhuban Madh' honey that benefits farmers and small entrepreneurs. Highlights:

- MSKVIB has several activities to promote Khadi and village industries in Maharashtra.
- Under the Beekeeping scheme by MSKVIB a Honey Directorate is functioning at Mahabaleshwar.
- Activities like beneficiary training, distribution of beehives along with other materials, honey collection, processing, and selling are carried out by the Directorate.
- The scheme's objective is to
 - raise the beneficiaries' standard of living by helping them increase their income
 - create infrastructure for the development of the honey industry
 - increase the quality of output
- MSKVIB will also support the buyback of honey from the honeybee farming collector and market it under their trademark.
- Schemes like the Prime Minister's Employment Generation Program (PMEGP), the Chief Minister's Employment Generation Program (CMEG), and the Madhkendra (Beekeeping) Scheme benefit MSMEs.
- MSKVIB is organizing awareness workshops to assist people by providing work at their homes and providing loans and other forms of financial assistance to individuals and organizations.
- The goal is to increase employment in rural areas and give unemployed educated people in rural and urban regions the chance to work

for themselves.

- PM Vishwakarma Yojana Scheme supports traditional craftsmen and local artisans of small businesses by providing financial help, training, improved methods, and skill mentoring. These individuals will get financial aid at a low interest rate without any collateral.

Vimala urged the VIA LEW team to promote Khadi and was assured of a jointly organized Khadi Fashion Show in January 2024 in Nagpur. She further spoke about the MSKVIB exhibition of Khadi and rural entrepreneurs in Nagpur from 1st to 8th October 2023.

Santosh Rao More - AGM of SIDBI Nagpur said that SIDBI is interested in integrating with MSKVIB to promote schemes that provide financial assistance to such entrepreneurs.

Suresh Rathi - Immediate Past President of VIA said that VIA will provide expert speakers and infrastructure to jointly organise workshops on beekeeping and project report preparation for the benefit of budding agri-entrepreneurs. Rashmi Kulkarni - Chairperson of VIA LEW, made the opening remark and welcomed the guest speaker.

Prominently present were Vipin Jagtap - Dy. CEO of MSKVIB Mumbai, P. D. Chechare - Nagpur District Officer of MSKVIB, O. S. Bagdia - former Vice President of VIA, Vipul Panchmatiya from Orange City Garment Cluster Nagpur, Om Jajodia - Chairman and Shachi Mallick - Convener of VIA Agro Forum, and VIA LEW team members Poonam Lala, Manisha Bawankar, Vandana Sharma and Yogita Deshmukh.

Indo Herbals
Trust Nature for Beauty

We have a wide range of natural health care, skin care and hair care products!

Our corporate gifting package starts from ₹ 200 to ₹ 5000 . Special natural guilt-free sweets available.

This festive season, give your loved ones an essence of nature!

ORDER NOW

Plot NO.46 Baji Prabhu Nagar
Near Ramnagar, Nagpur

☎ 09421708516 📞 09890160436

🌐 www.indoherbals.in

BHAVANA DESHKAR
☎ 9420249482

SAAJ

TRUE ELEGANCE
IS SIMPLICITY

COLLECTION OF UNIQUE HANDLOOM SILK, SILK-COTTON, COTTON SAREES AND DRESS MATERIALS

EXCLUSIVE SAREE COLLECTION

39 khare town Dharampeth, Nagpur - 440010
Maharashtra

Saloni Fashion
Try It... Wear It... Love It

FOLLOW US:
saloni fashion
saloni_fashion_nagpur

HAVE YOU GOT YOUR LOOKS?
Grab it with great discount

Exclusive range of Luchnowi, Kurtis, Sets, Plazzo, Pants

PRAGATI TEMBHURNE
☎ +919363113272

SALONI FASHION
201, 2nd Floor, Konark lakeshore,
H.B. Estate Khamla Road, Sonagaon, Nagpur - 25

Rutrop Enterprises
HOUSE OF QUALITY DRYFRUITS

EXPERIENCE THE PLEASURE OF SNACKING THE NATURAL WAY.
RUTROP ENTERPRISES - WHERE QUALITY MEETS TASTE."

VISIT OUR STORE

RUTROP ENTERPRISES
Plot No. 9, Shop No.3, Dhanashree
Apartment, Beside Chai Villa, Pratap Nagar
Ring Road, Nagpur-440022

POONAM LALA : +91-9823071939
ROSHAN LALA : +91-9422801899

CONTACT US

श्री श्रीमती मयूर फूड्स



आमच्या कडे सर्व प्रकारचे उत्तम व स्वादिष्ट लोणचे, फराळाचे पदार्थ मिळतील. तसेच लहान पार्टीज साठी सर्व नाश्ता व जेवणच्या ऑर्डर घेतल्या जातील.

ऑर्डर करिता संपर्क -मो.नं. 7038221666

SUNGOD the Rising Sun of Central India



- Certified Organic Vegetables
- Biodegradable Tableware
- Face Mist / Room Fresheners
- Vegan Leather
- Natural Vetiver / Khus products
- Miyawaki Afforestation

SUNGOD, located at Village Chichghat, in the confluence of Kanhan and Nag rivers, near Mouda, blessed with rich fertile deposits suitable for allied business, spread over close to 400 acres with good amounts of naturally grown Produce, including affordable Organic Products mainly utilising own farm yard manure, Vermicompost, Jivamrut & other required biological inputs for growing residue free, non-hazardous produce utilizing fresh water mixed with own harvested rain water in huge lined ponds.



Manufactured by licensed CSIR - NIIST Govt of India Proven Technology
CSIR - National Institute for Interdisciplinary Science and Technology (NIIST)
Council of Scientific & Industrial Research (CSIR), Ministry of Science and Technology, Govt of India
Industrial Estate PO, Thiruvananthapuram, Kerala-695019.



SUNGOD AGFARM LLP

City Office: No 54, Small Factory Area, Bagadganj, Nagpur, Maharashtra - 440008, INDIA
Customer Care No. : +91 75887 47509

ENCHANTING GALORE OF CREATIVE GIFTS

B2B Distributor for

BONDIL	SPECTRA	PIERRE CARDIN	DATAMING	BUDDOS	CELEBRIO
SWISS ARMY	LAKHAN	ROXX	PREGO	SILVETTA	CHINELLI
VILSON	LAOPALA	VINIMIX	CELLO	ANCHOR	K-LINE

ADD "WAVES & WINGS" TO YOUR CORPORATE RELATIONS & MAKE THEM STRONGER.

WAVE ASSOCIATES

CENTRAL INDIA'S NEW DESTINATION FOR CORPORATE GIFTING

Office : 1st Floor, Raj-Laxmi Commercial Complex, Devnagar Square, Khamla Road, Nagpur - 440 025. Cell. : +91 98222 37475, Email : waveassociates@gmail.com

Swar Creations

Rajasthani Handicrafts & Marble Gift Items

Founder & Run by:

AAKANKSHA BURANDE

+91 9910233201

WE ARE YOUR ONE-STOP SOLUTION FOR :

- Gifts
- Diwali Decor/ Gifts
- Home decor
- Torans, Shubh-Laabh
- Office essentials
- Marble lamps/gifts & many more

Like a little Rajasthan in Nagpur



SERVICES FOR VIA MEMBERS



CLOSE INTERACTION
with VIA's renowned Members, Central & State Government officers and academia.



REGULAR AND TIMELY INFORMATION
on latest national and international policies Govt. Legislations and technical developments.



PLATFORM TO INTERACT
and gain professional knowledge through seminars, workshops and round table meetings.



NETWORKING WITH
Government and renowned Industries.



QUICK MAIL SERVICE
QMS (Weekly) makes available to members government notifications, circulars, reports, keep update through VIA mobile App. etc.



GENERATING AWARENESS
and gathering public support regarding specific aspects of business for overall development.



ESCORT SERVICE
To Entrepreneurs setting up new projects and Technology up gradation



ASSISTANCE TO TRADE AND INDUSTRY
In becoming competitive in national and international markets.



DEVELOPMENTAL PROGRAMMES
with special focus on Human Resources and Industrial Relations.



ASSIST IDENTIFYING JOINT VENTURE
partners at various Regional and National events organized by VIA.



OPPORTUNITY TO GAIN MILEAGE
by becoming a sponsor/co-sponsor of VIA events.



CERTIFICATION OF EXPORT
documents including Certificate of origin.



WEB SERVICES
information on important events organised by VIA and other activities, press releases, membership, etc.



ACCESS TO VIA PERIODICALS/ PUBLICATIONS
VIA Bulletin, Business Contacts, News & Views Weekly etc.



ANALYSIS OF LEGISLATION
Helping policy makers, foreign investors and trade and industry.



CONCESSIONAL FEE
for participating in various paid programmes organised by VIA.



NOMINATION OF MEMBER'S REPRESENTATIVE
on Committees/ Forums constituted by the State Governments.



REDRESSAL OF GENERAL/ COMMON PROBLEMS
of Members at Central/State Government levels and other Institutions.



EXPERT ADVICE
on diverse subjects such as industrial growth, monetary and fiscal policy, exchange rate policy, economic planning, taxation and corporate laws.



ACCESS TO USE CONFERENCE AND MEETING ROOM FACILITIES OF CENTRALLY LOCATED AT
concessional rates at centrally Airconditioned VIA House, Nagpur.



ACCESS TO LIBRARY, STUDY REPORTS & DATA.



PARTICIPATE IN THE EXPERT COMMITTEES/FORUMS/TASK FORCES OF VIA
VIA has more than 14 Committees which regularly take up the Issues of its Members interest in various fields with the Policy Makers.

PLEASE CONTACT VIA'S SECRETARIAT FOR FURTHER DETAILS.
CALL: +91 7-2561211/2554090