



AUGUST 2018

entrepreneur

The Vizagapatam Chamber of Commerce and Industry





THE PRESIDENT Message

**Dear esteemed members,
GREETINGS FROM TEAM VCCI 2018-20!!!**

At the outset we wish to express our deep sense of gratitude to you all for the confidence reposed in us, to serve VCCI for the period 2018-2020, which indeed is a great honour. We solicit your support to continue and expand our long tradition of serving the business community of this region.

VCCI's history is closely interwoven with India's struggle for independence and its industrialisation. From influencing policy to engaging with policy makers and civil society, VCCI articulates the views and concerns of trade and industry.

Our biggest challenge is bringing together Government, Technology, Entrepreneurs & Traders for creating innovative, smart and sustainable solutions for the development of infrastructure, better work life and lucrative jobs through smooth commercialisation and trade.

To provide youth a safe space to express their opinions freely and guide their tremendous energy into constructive way, we propose to start a Youth Wing this year.

We work with other Chambers for common business interests, strengthening business relations and interactions between all economic players, where, our members can benefit from a broad range of activities. This will help in accomplishing the tasks together that cannot be achieved alone.

Looking forward to your continued participation in all activities of VCCI and with best regards,

ON BEHALF OF TEAM VCCI 2018-20

Warm Regards,

D.V Raju.

SECRETARY'S Message

At the outset, I convey my sincere thanks to all of you for having given me the opportunity to serve VCCI and its members as Hon.Secretary for the second consecutive term 2018-20.

VCCI has endeavoured to remain an epitome of guidance and strength for the Trade, industrial and commercial fraternity of Visakhapatnam region.

I am fortunate enough to be associated with VCCI for the last 4 years and have been trying to accomplish my duties assigned to me by the Chamber from time to time sincerely and with high dedication. I extend an appeal to you all for your continuous support and seek your suggestions for further improvement of services to our members.

We are in the process of making our Chamber website more informative, easily structured and request all our members to send your valuable suggestions/views or share your experience to us.

Wish you all a Happy Seasons Greetings!!!

G.VEERAMOHAN

HON.SECRETARY



Editor : **Mr. Ravi Godey**

The year went Eventful. Apart from regular executive committee meeting, few seminars, international business trip, felicitation and service projects were done during the year.

The year started with VCCI AGM at Four Points Sheraton, 120 members attended the AGM.

During 2016-2017 the following seminars were conducted by VCCI

Visit of Katherine Hadda, U.S. Consul General

Consul General of US Consulate in Hyderabad, Katherine Hadda and Minister Counselor for Commercial Affairs at the U.S. Embassy in India, Patrick Santillo visited Vizag and attended a small dinner hosted by VCCI at the East Point Golf Club.



VCCI is the American Business Corner partner of the US Consulate. A brief introduction of VCCI was followed by a mention of the business climate in Vizag, Smart City programs and the commercial activities conducted by VCCI over the past year. Since this was the first visit of Minister Counselor Santillo to Vizag, he introduced himself and made brief remarks along with CG Hadda.

ANDHRA PRADESH PRIORITIES

The Copenhagen Consensus Centre which in partnership with the Tata Trust launched the Andhra Pradesh Priorities Project. The aim of the Project is to provide the State Government and the development community with a systematic process to help prioritise the most effective development solutions. VCCI arranged holding 2 roundtables on Andhra Pradesh priorities in Vizag.

1. First Roundtable discussed issues related to ease of doing business, low total factor productivity and problems related to MSME sector etc.
2. The Roundtable on Transport discussed issues of absence of multi-nodal logistics hub, poor connectivity due to road infrastructure, opportunities to expand port facilities for expansion of trade to the east etc.

Dr Brad Wong, chief economist, Copenhagen Consensus, presided along with senior management of TATA Trusts and Copenhagen Consensus. VCCI invited a cross section of citizens from business, Government and academia to participate in the round tables.

DIGITAL MARKETING

A workshop 'Secrets of Digital Marketing' was organised with Ms. Sangeetha Abishek. She spoke on

How social media could affect business and how the decisions business owners took could affect how the business performed. Ms. Abhishek said that regardless of whether one sells products or services out of a storefront or online, owners have the potential to build a strong social media presence that will help the business to grow and connect with its audience, convert more leads into actual customers, and get those customers to refer their friends and colleagues to you.

Social media is one of the most cost-efficient digital marketing methods used to increase business' visibility. In order to help small entrepreneurs especially ladies running small businesses. The event was well attended by small entrepreneurs and lady entrepreneurs.



EXPLORE BUSINESS OPPORTUNITIES THROUGH HONG KONG`

HKTDC and VCCI held a seminar at TAJ Hotel, Visakhapatnam various subjects like

1. Trade opportunities offered through the HKTDC platform.
2. How Visakhapatnam companies could expand and reach out to international markets.
3. How to impart value additions such as providing marketing opportunities, business matching services, market intelligence as well as SME development programmes that help Visakhapatnam businesses take the next step towards international business opportunities



SEMINAR ON `POST GST EXPORTS



Federation of Indian Export Organisation (FIEO) A Set Up by Ministry of Commerce, Govt. Of India jointly with The Vizagapatam Chamber of

Commerce and Industry(VCCI) organised a seminar for exporters to understand the impact on GST on their exports and various compliance to be done by Exporters while exporting their Goods & Services, refund procedures etc.

MR. ERIC ROBINSON, SENIOR TRADE COMMISSIONER SOUTH INDIA

Mr. Eric Robinson, Senior Trade Commissioner South India and Mr. Vikram Jain, Trade Commissioner, from Canadian Trade Office visited Visakhapatnam and had discussions with VCCI on a range of topics. Of particular interest was education as well as Agri products trade between our two countries.



SEMINAR ON GST TRANSITION AND SECTOR SPECIFIC ISSUES

VCCI along with FTAPCCI, Hyderabad, organised a seminar to explain the transition to GST as well as compliance provisions of the act. Speakers included Sri S.Thirumalai of FTAPCCI, Sri Sudhir , CA, Sri Karan Talwar, Advocate High court, Sri PVN Madhav, MLC and Chairman ICAI, Sri B. Hareram, I.R.S.. Principal Commissioner of Central Tax etc. The seminar was a whole day affair with many participants actively engaging the experts on various aspects of GST.

2 DAY TRAINING PROGRAM ON EXPORT DOCUMENTATION

VCCI and FTAPCCI organised a 2 day training program on export business procedures and documentation at VCCI premises.

Starting Export & Import Business- Licenses & Approvals, Commercial/Regulatory Documents in International Trade, Duty Draw Back & Claims - New Procedure under new GST regime, FEMA Regulations & Currency Risks, Export Credit Insurance - Risk Coverage, Methods of Realizing Payments & Payments Transaction under Letter of Credit, Pre-Shipment & Post Shipment Finance for Exporters etc. Certificates were given to the participants



Service Project

During the AGM we conducted an American Auction by collecting few items from VCCI Members with the funds collected from auction.

Donation of PA System to CBM High School

VCCI donated a new PA system to CBM High School, the school was known as the London Mission School before it was taken over by the Canadian Baptist Missionaries (CBM). CNC, Eastern Naval Command, Vice Admiral. Bisht and District Collector Mr. Pravin Kumar, IAS made the presentation.



VISIT BY STUDENTS OF IIFT



Each year, students of Indian Institute of Foreign Trade visit various places including Vizag and VCCI organises a seminar for these MBA students during this visit. About 40 students visited VCCI. Capt. Vijay Gopal, Master Mariner and President of the Visakhapatnam Container Lines Association gave a presentation on "Role of associations and trade bodies in Exports and Imports" along with Sri K.R.B. Prakash.

OTHER ACTIVITIES

VCCI VISITS TO COLOMBO CHAMBER



The Directors from VCCI visited Sri Lanka on the Inaugural Sri Lankan Airlines Flight from Vizag to Colombo to promote trade between AP and Sri Lanka.

The Ceylon Chamber organised a meeting in which various companies from Sri Lanka participated. These companies were engaged in various fields like tourism, logistics, construction etc.

There was much interest shown by the Sri Lanka companies in doing business with Indian firms and a follow up visit by their delegation is planned.

VCCI FELICITATION OF JUSTICE SOMAYAJULU

VCCI recognised and felicitated Justice DVVS Somayajulu on being appointed to the bench of the A.P High Court, the first such appointment from a District Bar court in A.P.



Justice Somayajulu remembered the old families of Vizag and reminisced about his school and college days in Vizag. He fondly remembered his father, Late Sri. D.V.Subbarao, who, not only was the Mayor of Vizag and President of the Bar Council of India but an ardent Vizagite and keen cricketer himself.

VCCI Women's Wing

VISIT BY AMALA AKKINENI

The Women's Wing of VCCI had the privilege of meeting Smt. Amala Akkineni, Indian Film Actress and animal rights activist. The ladies discussed opportunities available to women in various fields including social work. Mrs. Amala in an informal setting shared her thoughts on the role of women in today's world and the many opportunities that allow them to shine and excel.



Women's Wing of Visakhapatnam Chamber of Commerce was started in 2017. A stellar list of resourceful women, all accomplished in their own fields were brought together to nurture and give form to a Wing that would be responsible for supporting women entrepreneurs and actively participating in city development under the aegis of VCCI.

The Charter Head Table consisted of Chairperson Sonal Sarda, Vice-Chairperson Jeeja Valsaraj, Secretary Sandhya Godey and Treasurer Sapna Somani. The founder board of the wing included Dr. Rekha Dutt, Dr. Hema Yadavalli, Vani Gannamani, Padmaja Chelikani, Kavita Khara, Radhika Satish and Vani Kancharla.



The Wing has already completed two very successful events. The first was an "Organic Farmer's Market" on 3rd September 2017, which brought Vizag's organic farmers as well as those retailing in organic products in direct contact with its very eager consumer set.

The event was a runaway success and was highly appreciated by the citizens of Vizag seeking a healthier way of life. It was inaugurated by GVMC Commissioner Sri Hari Narayanan, I.A.S and also attended by Visakhapatnam District Collector Sri Pravin Kumar, I.A.S.



The second event "Recipe for Success" was conducted on 6th April 2018 to a packed hall of more than 100 attendees in VCCI Hall, Dutt Island.

The event involved a training session by ALEAP founder Mrs. Rama Devi and was followed by a food exhibition by budding as well as established women food entrepreneurs of Vizag.

ANNUAL GENERAL MEETING 2017-18



The Hony. Secretary declared the result of election for the new Executive Committee.

The New President introduced his new committee and addressed the members.

After the meeting there was an entertainment programme by a saxophone artist followed by awards night.

The Annual General Body meeting of "The Vizagapatam Chamber of Commerce and Industry" held at Taj Gateway hotel on 27.06.2018. President Mr. Monish Row presided over the AGM. He said that his team initiated few things like upgrading the VCCI Website, establishment of Women's Wing and introducing the Excellence Awards for members. He thanked all the applicants for various award categories.



VCCI EXCELLENCE AWARDS

The AGM was followed by the Inaugural edition of the VCCI Excellence awards presentation ceremony. Mrs. Sandhya Godey conducted the Awards note programme. She first invited Mr. Monish Row to give an introduction to the awards night.



Mr. Monish Row said that this year the VCCI Executive committee had decided to introduce the Excellence Awards for the members of VCCI who excelled in specific fields of performance. He also said that 18 awards were introduced this year and congratulated the recipients of the awards. Mr. Pravin Kumar, I.A.S, District Collector and Mr. Ray Chaudhury, acting CMD of RINL were invited on the stage to present the awards to the winners of awards.

VCCI Excellence awards



Vizag Container Terminal Pvt Ltd received VCCI Excellence award for industry in Energy savings

The winners in the 18 categories for excellence were made through a thorough vetting process by the members of the jury.

Brandix India Apparel city Ltd received VCCI Excellence award for industry in higher women employment generation



RKEC Projects Ltd received VCCI Excellence award for industry in generating employment



Selection criteria were listed depending on the specific award and members of VCCI were invited to file their nominations. Members of the VCCI board were entrusted with the task of listing the selection criteria for the award they were entrusted with each member encouraged the members of VCCI to file their respective nomination.

Seaway Shipping & Logistics received VCCI Excellence Award for Logistics in Freight forwarder



Coromandel Paints Ltd received VCCI Excellence Award for MSME in achieving highest turnover



Sravan Shipping Services Pvt Ltd received VCCI Excellence Award for Logistics in container freight station



Integral Trading & Logistics received VCCI Excellence Award for Logistics in customs house broker





Razmatazz received VCCI Excellence Award in achieving highest turnover



Teeny Boppers Play School Kindergarten received VCCI Excellence Award for achieving highest employment of Women Entrepreneur



Clove Technologies Pvt Ltd received VCCI Excellence Award in achieving highest IT Export Turnover in information technology



Daspalla Hotel Pvt Ltd received VCCI Excellence Award for Hospitality & Tourism in achieving highest turnover

In a simple, yet befitting ceremony, awards and certificates were handed over to the winners by District Collector and District Magistrate Sri Pravin Kumar, I.A.S and Mr Ray Chaudhury, acting CMD of RINL.



Daspalla Hotel Pvt Ltd received VCCI Excellence Award for Hospitality & Tourism in generating employment



Dolphin Hotel Pvt Ltd received VCCI Excellence award for Hospitality & Tourism in Food retail-best Restaurant



Nekkanti Sea Food Ltd received VCCI Excellence Award for seafood in achieving highest turnover in terms of value



Devi Sea Foods Ltd
received VCCI
Excellence Award for
seafood in achieving
highest turnover in
terms of volume



Sandy Bay
Seafood(india)Pvt ltd
received VCCI
Excellence Awardfor
seafood in achieving
specialized product



Rashtriya Ispat Nigam Ltd
received VCCI Excellence
Awardfor CSR in
contribution to society
through CSR-PSU

The awards were
sponsored by Kankatala,
Vaibhav Jewellers, RKEC
Projects Ltd. and
Coromandel Paints.
Speaking at the event;
both the Chief Guest and
the Guest of Honour
were full of praise for the
achievements by the
different winners and
hoped that this process
of appreciating the
efforts by the people of
Vizag would continue
every year.



Synergy Castings Ltd
received VCCI Excellence
Award for CSR in
contribution to society
through CSR-non-PSU



Endeavour Software
Solution received VCCI
Excellence Award for
Recognition IT Women
Entrepreneur



Cityzen received VCCI Excellence Award for
Recognition Best Smart City Initiation

PROFILE OF EXECUTIVE COMMITTEE MEMBERS

MR. D.V.RAJU, PRESIDENT

Past District Governor of Rotary International Mr. Raju is Managing Director of Lifeline acqua Pvt. Ltd and Lifeline Foods and Agro Products Pvt.Ltd. engaged in manufacture of 'LIFELINE' brand packaged drinking water and TATA Gluco Plus ready to drink beverages respectively.



MR.KANKATALA MALLIKHARJUNARAO, VICE PRESIDENT

Gold Medalist in law and managing director of Kankatala Silks and past president of Visakhapatnam cloth merchant Association



G.VEERA MOHAN, SECRETARY

Director of Frontline Travels Pvt.Ltd, a top company in category of travel agents and Director of SV Engineering construction pvt.ltd. Engaged in fabrication and erection of heavy equipment's



R.SATISH, TREASURER

Associate member of Institute of Chartered accountants and cost and works accountants of India, CEO of Vaibhav jewellery's having carried nearly two decades of experience in corporate sector



MR. KANCHARLA VENKATA KRISHNA KUMAR, COMMITTEE MEMBER

Director of 80 years old KR & Sons Pvt.Ltd, a joint family business of shipping, warehousing. He served in many organisations as its President including Trustee of Visakhapatnam Port Trust, VCCI as its Treasurer



MR.MAVURI VENKATA RAMANA, COMMITTEE MEMBER

he is Director of 18 companies from Viswapriya Agro Forms to Chandan brothers textiles, CMR Mall, MVR Mall etc..



MR.RAJGOPAL CHOWDHARY, COMMITTEE MEMBER

Mr. C. Rajagopala Choudary is Chairman of Devi Fisheries Ltd. is a leading exporter, manufacturer, supplier of prawn, shrimps etc.



MR..D.T.RAJU, COMMITTEE MEMBER:

He is Managing Director of Vijayanagar Bio-tech Ltd. manufacturers of various maize products for various applications in paper, textile, oil drilling as well as food and pharma industries. He is past president of CII - Vizag chapter.



MR.RAVI GODEY, COMMITTEE MEMBER

He is in real estate and hospitality industry. Served as Chairman of Apartment builders association(Presently CREADI), Vizag LP Gas dealers association and Vice president of AP LPG Dealers Association



MR.ROLLAND WILLIAMS, COMMITTEE MEMBER

Mr.Williams is CEO of Merilyn Shipping and Transports engaged in exports and imports of seafood industry. He is now President of Walkers Club - Visakhapatnam



MR.AMIT AGARWAL, COMMITTEE MEMBER

Mr.Amit is a Mechanical Engineer with PG Diploma in marketing and sales management joined family trading company in welding products and material handling. Also manufacturing plastic injection moulding articles as ancillary to Synergy Castings.



CHITTURI SRINATH, COMMITTEE MEMBER

Mr.Srinath is Director of GopalAutomotives Ltd, Director of Kanakamahalahmi Cooperative Bank, Director of Satkarika Enterprises Pvt.Lt engaged in export of granite



MR.P.L.K.MURTHY, COMMITTEE MEMBER

Mr.Murthy is Chief Executive of one of the leading advertising agencies, Visakha Ads. He served as Secretary Public Relations Society of India and one of the Swatch Bharat Ambassadors in Visakhapatnam. .



Ms.POONAM SHAH, COMMITTEE MEMBER

Worked in service sector like Airlines, Hotels before she started popular Teeny Boppers play school and Kindergarten. She has been Regional Chair of CII-YI (young Indian). She is the only woman committee member in the history of VCCI

