



ALL INDIA RUBBER INDUSTRIES ASSOCIATION

601, Pramukh Plaza, B-Wing,
485, Cardinal Gracious Road, Chakala,
Andheri (E), Mumbai - 400 099
t: +91 22 2839 2095 / 2839 2107
f: +91 22 6710 3211
e: info@allindiarubber.net

Ref: All MEM/ 1 5 / 2013-14

5th July, 2013

To,
All Members of the Association
(Rubber Goods Manufacturers and Manufacturers of
Rubber Machinery & Equipment)

Dear Sir/s,

Sub: AIRIA EXPORTS AWARDS / CERTIFICATES OF MERIT
For Outstanding Performance in Exports of Rubber Goods
Rubber Machinery & Equipment during 2012-2013

As you are aware, the Association has been presenting 'EXPORT AWARDS' every year, for excellent performance in exports of rubber goods to the members of the Association.

We are pleased to invite the entries for the year 2012-13 for Export Awards / Certificates of Merit, which will be presented at the next Annual General Meeting of the Association in September 2013.

The terms and conditions that have to be followed for submitting the required information for participating in the scheme of Awards are enclosed. The awards to be given by the AIRIA are as follows:

- | | | | |
|----|--|---|---|
| 1. | Best Allround Performance | : | One (based on aggregate marks) |
| 2. | Highest Export Award | : | Three |
| 3. | Top Export Award | : | Fifteen |
| 4. | Special Export Award | : | Fifteen |
| 5. | Special Award for Rubber Machinery and Equipment | : | One |
| 6. | Export Growth Awards | : | Four |
| 7. | Certificate of Merit | : | All Eligible Applicants |
| 8. | Certificate of Merit for Micro Sector | : | Limited to two eligible applicants only |

The member-firms wishing to send their entries for the above awards should furnish, in duplicate, the information as per the enclosed proforma entry form. The entry form should be filled in

WESTERN REGION

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e: wr@allindiarubber.net

NORTHERN REGION

1009, Padma Tower-1,
5, Rajendra Place,
New Delhi - 110 008
t: +91 11 2582 5011
e: nr@allindiarubber.net

EASTERN REGION

64B, Karnani Estate, 2nd Floor,
209, AJC Bose Road,
Kolkata - 700 017
t: +91 33 2289 0187
e: er@allindiarubber.net

SOUTHERN REGION

Flat No.5, 3rd Floor, 'Sire Mansion'
621, Anna Salai, Thousand Lights,
Chennai - 600 006
t: +91 44 4204 5101
e: sr@allindiarubber.net



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all respects and signed, and should be forwarded to the Association along with (i) Chartered Accountant's certificate wherever figures are required to be certified and (ii) Certificate confirming payment of membership subscription to AIRIA up to and including the year 2013-14 as per the enclosed proforma to enable the Association to accept the entry for the Awards.

Please note that the entries should reach the Association at the above address LATEST BY 31st JULY 2013.

Entries received thereafter will not be considered. Should you need any further information or clarification, you are welcome to contact the office of the Association.

We are sure, you will participate in the scheme by sending your entry for the Awards, so as to reach us on or before 31st JULY 2013.

Thanking you,

Yours truly,

sd

(S.Jaikumar)

Secretary General

- Encl: 1. Copy of the Award Scheme
2. Entry Form
3. Proforma of Certificate confirming Membership subscription payment & Chartered Accountant's Certificate.

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AIRIA EXPORT AWARD SCHEME

OBJECTIVE

The AIRIA Export Award is primarily to encourage the manufacturer members of the Association, endeavoring to initiate, develop and expand their exports.

1. CATEGORIES OF EXPORT AWARDS :

There will be seven types of Export Awards for excellence in exports viz:

- | | | | |
|-----|--|---|---|
| 1.1 | Best All round Performance | : | ONE (based on aggregate marks) |
| 1.2 | Highest Export Awards | : | THREE (as mentioned under para 2 of the scheme) |
| 1.3 | Top Export Awards | : | FIFTEEN (as mentioned under para 3.1 of the scheme) |
| 1.4 | Special Export Awards | : | FIFTEEN (as mentioned under Para 4.1 of the Scheme) |
| 1.5 | Special Export Award for Rubber Machinery / Equipment: | | ONE |
| 1.6 | Export Growth Awards | : | FOUR |
| 1.7 | Certificate of Merit | : | All eligible applicants |

2. HIGHEST EXPORT AWARD

Maximum of 3 Highest Export Awards will be given in the following categories:

2.1	<u>CATEGORY</u>	<u>NO. OF AWARDS</u>
2.1.1	Tyre Sector	: One
2.1.2	Non Tyre Sector	: One
2.1.3	SME Sector	: One

3. TOP EXPORT AWARDS

Maximum of 15 Top Export Awards will be given in the following categories:

3.1	<u>CATEGORY</u>	<u>NO. OF AWARDS</u>
3.1.1.	Auto Tyre Sector	: One
3.1.2.	Bicycle Tyres & Tubes	: One
3.1.3	Conveyor and Transmission Belts	: One
3.1.4	V-Belts & Fan Belts	: One
3.1.5	Hose Pipes	: One
3.1.6	Moulding & Auxillaries	: One
3.1.7	Cots & Aprons	: One

3.1.8	Rubber Sheetings	:	One
3.1.9	Pharmaceutical, Surgical / Medical & Hospital Products:	:	One
3.1.10	Gloves/Threads & Latex Products	:	One
3.1.11	Footwear	:	One
3.1.12	Automotive Parts of Rubber	:	One
3.1.13	Misc. Products (Not elsewhere specified)	:	One
3.1.14	SME – Aggregate Exports	:	One
3.1.15	Micro Sector – Aggregate Exports	:	One
	Total		----- Fifteen

HIGHEST / TOP EXPORT AWARD

3.2 ELIGIBILITY CRITERIA

Manufacturers satisfying the following minimum criteria would be considered for selection for Highest/Top Export Award :-

- 3.2.1 There should be a minimum export turnover of Rs. 50 crores for tyre sector, Rs.30 crores for non tyre large industry, Rs. 10 crores for non-tyre SME/ Medium (SME) Sector and 75 lakhs for tiny sector during the year under consideration.
- 3.2.2 No firm securing less than minimum qualifying marks of 60 on their export achievement/performance shall be selected for Highest/Top Export Award in categories at Sl. No. 3.1.1 to 3.1.15.

3.3 SELECTION OF FIRMS :

Selection of firms for Highest/Top Export Award will be made on the basis of Marks allocated on different achievements/activities as per norms indicated below.

3.3.1 EXPORT PERFORMANCE (MAXIMUM MARKS : 60) :

One mark will be allocated for each Rs. 5 crore of export for tyre sector, Rs. 2 crore for non tyre large industry, Rs. 80 lakhs for non-tyre SME sector, and Rs 10 lakhs for Micro sector, subject to a maximum limit of 60 marks.

3.3.2 EXPORT PERFORMANCE AS A PERCENTAGE OF OVERALL SALES (MAXIMUM MARKS : 10) :

0.25 marks will be allocated for export of each 1% of overall sales, subject to a maximum of ten marks for the tyre and the large industries. For the SME sector 0.20 marks will be allocated for each 1% of overall sales subject to or maximum of 10 marks.

3.3.3 EXPORT GROWTH/DECLINE (MAXIMUM MARKS : 10) :

0.5 mark will be allocated for each 1% increase in export as compared to the actual average export during the preceding 3 years. Negative mark on the same basis will be given in case of decline in export. The maximum limited for positive and negative marks in absolute term is 10.

3.3.4 EXPORT MARKETS (MAXIMUM MARKS : 10) :

3.3.4.1 One mark will be given for every country to which exports have been effected, subject to a maximum of ten marks.

3.3.5 CERTIFICATIONS / APPROVALS (MAXIMUM MARKS: 10):

3.3.5.1 One mark will be given for any 10 certifications from the enclosed list.

4. SPECIAL EXPORT AWARDS

Maximum of 15 Special Export Awards will be given in the following Categories:

4.1	<u>CATEGORY</u>	<u>NO. OF AWARDS</u>
4.1.1.	Auto Tyre Sector	: One
4.1.2.	Bicycle Tyres & Tubes	: One
4.1.3	Conveyor and Transmission Belts	: One
4.1.4	V-Belts & Fan Belts	: One
4.1.5	Hose Pipes	: One
4.1.6	Moulding & Auxillaries	: One
4.1.7	Cots & Aprons	: One
4.1.8	Rubber Sheetings	: One
4.1.9	Pharmaceutical, Surgical / Medical & Hospital Products	: One
4.1.10	Gloves/Threads & Latex Products	: One
4.1.11	Footwear	: One
4.1.12	Automotive Parts of Rubber	: One
4.1.13	Misc. Products (Not elsewhere specified)	: One
4.1.14	SME – Aggregate Exports	: One
4.1.15	Micro Sector - Aggregate Exports	: One
	Total	----- Fifteen

4.2 ELIGIBILITY CRITERIA

Manufacturers satisfying the following minimum criteria would be considered for Special Export Award.

4.2.1 There should be a minimum export turnover of Rs. 25 crores for tyre sector, Rs 15 crores for non tyre large industry, Rs. 5 crore for SME sector and Rs50 lakhs for Micro sector during the year under consideration.

4.2.2 No firm securing less than minimum qualifying marks of 50 on their export achievement/performance shall be selected for Special Export Awards in categories at Sr. Nos. 4.1.1 to 4.1.14 and minimum 50% qualifying marks for SL. No. 4.1.15.

4.2.3 For those applicants for Special Export Awards who have come second in the overall evaluation will also be awarded a runner-up award, provided they satisfy the minimum eligibility criteria as prescribed.

4.3. SELECTION OF FIRMS

Selection of firms for Special Export Awards will be made after detailed examination of the actual performance and on the basis of marks allotted on their different achievements / activities, as per the following norms.

4.3.1 EXPORT PERFORMANCE (MAXIMUM MARKS: 60) :

One mark will be allotted for each Rs. 150 lakhs of export in tyre sector, Rs.60 lakhs for non tyre large industry, Rs.25 lakhs for SME sector, and Rs 5 lakhs for Micro sector subject to a maximum limit of 60 marks.

4.3.2. EXPORT PERFORMANCE AS A PERCENTAGE OF OVERALL SALE (MIXIMUM MARKS: 10):

0.25 marks will be allotted for export of each 1% of overall sales, subject to a maximum of twenty marks.

4.3.3. EXPORT GROWTH / DECLINE (MAXIMUM MARKS : 10)

0.5 mark will be allotted for each 1 % increase in export as compared to the actual average export during the preceding three years. Negative mark on the same basis will be given in case of decline in export. The maximum limit for positive or negative marks in absolute terms is 10.

4.3.4 EXPORT MARKETS (MAXIMUM MAIRKS : 10)

4.3.4.1 One mark will be given for every country to which exports have been effected, subject to a maximum of ten marks.

4.3.5 CERTIFICATIONS / APPROVALS (MAXIMUM MARKS: 10)

4.3.5.1 Our mark will be given for any 10 certifications from the enclosed list.

4.4 SPECIAL EXPORT AWARD F OR RUBBER MACHINERY/EQUIPMENTS

There shall be one award in this category. The award for rubber machinery / equipment is for minimum export of Rs. 5 crore for large manufacturers and Rs. 1.5 crore for SME units. The selection of one Special Export Award for rubber machinery / equipments will be as follows with 50% minimum qualifying marks.

4.4.1 EXPORT PERFORMANCE (MAXIMUM MARK 40)

One mark will be allotted for each Rs.20 lakhs for large manufacturers and Rs.5 lakhs for SME sector.

4.4.2 EXPORT PERFORANCE AS A PERCENTAGE OF OVERALL SALE (MAXIMUM MARKS 20)

0.25 mark will be allotted for export each 1% of overall sales, subject to a maximum of twenty marks.

4.4.3 EXPORT GROWTH/DECLINE(MAXIMUM MARKS:10)

0.5 mark will be allotted for each 1% increase in export as compared to the actual average export during the preceding three years. Negative mark on the same basis will be given in case of decline in export. The maximum limit for positive or negative marks in absolute terms is 10.

4.4.4 EXPORT MARKETS (MAXIMUM MARKS:10)

One mark will be given for every country to which exports have been effected, subject to maximum of ten marks.

4.4.5 DEVELOPMENT OF NEW MACHINERY/EQUIPMENTS
(MAXIMUM MARKS 20)

A detailed note on the development of new machinery/equipment need to be submitted by the applicant which should be examined by a three member technical sub-committee to be nominated by the Managing Committee with Chairman of Export Promotion Committee at its Convenience.

5. EXPORT GROWTH AWARDS

5.1 There shall be FOUR awards in this category : One to Large Scale Industry, one to Latex Products, One to General Rubber Products, and one to Micro Sector, based on maximum export growth over the preceding year's exports.

5.2 ELIGIBILITY CRITERIA

5.2.1 Minimum Export Turnover of Rs. 10 crores for Large Industry, Rs. 3 crores for SSI Sector and Rs 35 lakhs for Micro sector during last 2 years.

5.2.2. There should not be more than 10% decline in export during any of the last 3 years provided the exports meet the other requirements.

6 . CERTIFICATES OF MERIT

6.1 Certificates of Merit will be given to those exporters who have a minimum of Rs. 3 crores in the SME Sector/ Medium and Rs. 8 crores in Large Scale Sector.

6.2 **CERTIFICATE OF MERIT FOR RUBBER MACHINERY/EQUIPMENT**

Certificate of Merit will be given for rubber machinery/equipment exporters with minimum export turnover of Rs.1 crore for large industry and Rs.30 lakhs for SME sector.

7. CERTIFICATES OF MERIT FOR MICRO SECTOR

Certificate of Merit will be given to exporters belonging to micro sector who have a minimum export of Rs 35 lakhs, limited to 2 Certificates only.

8. ELIGIBILITY CRITERIA FOR MICRO SECTOR

Manufacturers having total investments in Plant & Machinery upto Rs 25 lacs will be considered as a Micro Unit. Registration Certificate from the concerned Director of Industries/Development Commissioner should be obtained, a Certified True Copy of which is to be submitted. Additionally a Chartered Accountant's certificate, certifying that the Unit has not crossed the limit of Rs 25 lacs in investments in the current year, also must be submitted in original. The Unit must be engaged in export activity for the last 3 years.

9. INSTRUCTIONS

Please follow the INSTRUCTIONS given on Page No. 7 for filing up the Entry Form for AIRIA Export Awards.

INSTRUCTIONS FOR FILLING-UP THE ENTRY FORM FOR AIRIA EXPORT AWARDS

- 1) Merchant Exporters are not eligible for the Awards.
- 2) All entries are required to be filled-in types scripts.
- 3) No entry should be kept blank. If any parameter is not applicable or information is not available, please mention clearly 'Not Applicable' or 'Nil' or 'Not Available', as the case may be.
- 4) Answers should be specific for each query.
- 5) Only direct exports will be taken into account for the purpose of selection for Export Award.
- 6) Each entry should be accompanied by necessary audited certificate from Chartered Accountants in support of claims of exports made during the last four years.
- 7) Wherever export value has to be mentioned, the figures should be both in terms of Indian Rupees and in U.S. Dollars as far as possible.
- 8) No entry will be considered unless the forms are properly signed with date and office stamp.
- 9) Member-firm sending entry for the Award should have paid to the Association all the dues including the current year's annual subscription and should enclose certificate to that effect.
- 10) Any application not confirming to the above mentioned instructions is liable to be rejected.
- 11) The AIRIA can seek additional information from applicant, if required.
- 12) The decision of the Managing Committee shall be final and binding.

AIRIA EXPORT AWARDS

PROFORMA ENTRY FORM

ENTRY FORM FOR MANUFACTURERS – EXPORTERS OF RUBBER GOODS, RUBBER MACHINERY AND EQUIPMENTS FOR FURNISHING THE DETAILS OF THEIR EXPORT PERFORMANCE FOR THE YEARS 2009-2010 TO 2012-2013.

(TO BE FILLED IN BY THE APPLICANT)

1) **COMPANY'S DATA**

- 1) Name of the Member-firm :
- 2) Address, Telephone No., Fax No. & E-mail. :
- 3) Branch Office/s in India :
- 4) Overseas Office/s and/or Resident Representative/s :
- 5) Whether the firm is an SSI Unit, if so, mention Registration Number and validity
- 6) Joint Venture/Subsidiary Companies promoted overseas. :
- 7) Manufacturing activities of the firm :
 - i) Exclusively/substantially for export :
 - ii) For domestic market :
- 8) Products Manufactured/Exported :
- 9) Licensed/Installed Capacities :
- 10) Details of foreign Collaboration, if any :
- 11) Year of Establishment :
- 12) Nature of the Organization :
(Public Ltd. / Pvt. Ltd. / Partnership)
- 13) Is the firm recognized as 'Export House' :
Please give recognition number and Validity.
- 13) Whether Merchant-exporter or Manufacturer-exporter :

II) PERFORMANCE DATA

1) Break-up of TURNOVER during the last 4 financial years

Year	FOB Value of Exports		Domestic Sales	Total Turnover
	Rs.	U.S. \$		
2009-2010				
2010-2011				
2011-2012				
(Average of above 3 years (A))				
2012-2013				
(% increase/decrease in 2012-2013 over (A))				

2) Item-wise break-up of EXPORTS during the last 4 financial years (OWN MANUFACTURE):

Name of the Products Value	Year	quantity	F.O.B.	
			Rs.	U.S. \$
	2009-2010			
	2010-2011			
	2011-2012			
	(Average of above 3 Years (A))			
	2012-2013			
	{%increase/decline in 2012-2013 over (A)}			

3) Country-wise and item-wise break-up of total exports during the last 4 financial years:- F.O.B. Value in Rupees as well as in U.S. Dollars

Country/ Products	2009-10		2010-2011		2011-2012		Average of 3 years (A)		2012-2013		% increase /decrease in 2012-2013 over (A) in terms of	
	Rs	US\$	Rs	US\$	Rs.	US\$	Rs	US\$	Rs	US\$	Rs	US\$
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)

III) EXPORT PROMOTION EFFORTS

Details of Applicant's export promotion efforts during 2012-2013 with reference to the following:

- 1) Development of markets abroad
 - a) for a product not previously exported
(Name of product, country, their export during 2012-2013)
 - b) Old products but new markets : (Name of the product/
Country, their exports during 2012-2013)
- 2) Whether the firm has been able to make substantial increase in export on a sustained basis preferably in Non traditional areas :

Year	Name of the Products	<u>Exports in FOB value</u>
Rs.	US\$	
2010-2011		
2011-2012		
2012-2013		

- 3) Successful introduction of a new product into export trade (name the product and their export and the country where exported during 2012-2013) :
- 4) Successful break-through in sophisticated Foreign Markets (industrially advanced Countries) :
(Main products, name of the markets and Exports in Rs & US\$ during 2012-2013) :
- 5) Recovery of lost ground in foreign market for The exporter (name the market, if any) :
- 6) Whether the company has adopted ISO 9000 Standards of Quality of export product? If so, the details and certified evidence thereof. :
- 7) Indicate the year and type of award, if any, received during the last 3 years. :

Signature & Stamp of the Applicant

Date:

PROFORMA - 1

CERTIFICATE CONFIRMING PAYMENT OF MEMEBRSHIP

SUBSCRIPTION TO A.I.R.I.A.

I hereby certify that our company, a Member of AIRIA, has paid all the membership subscription dues to the Association including the subscription for the current year 2013-14 vide receipt No (mention receipt No. of last payment) and that we have no subscription arrears till date.

Signature of Accredited Representative

Seal of the Company

Date:

PROFORMA - 2

CHARTERED ACCOUNTANT'S CERTIFICATE

This is to certify that the Exports by M/s
As per the figures shown by them for the years 2009-10, 2010-11, 2011-2012 & 2012-13
have been verified by us and are correct.

Name & Address of the Chartered Accountants: -----

Date:

Signature

Seal

PROFORMA – 3

CHARTERED ACCOUNTANT'S CERTIFICATE
For exporters belonging to Micro Sector

This is to certify that the investment on plant and machinery made by _____
_____ has not exceeded Rs 25 lakhs during the current
year.

Name & Address of the Chartered Accountants: -----

Date:

Signature

Seal

Sl.No.	ISO CODE	Description	Marks to be Allotted
1	ISO 9001 : 2008	Quality Management Systems that demonstrate companies ability to consistently provide products that meets customer's statutory and regulatory requirement.	1
2.	ISO 14001 : 2004	Environmental Management Systems.	2
3.	ISO 18001 OHSAS	Occupational Health and Safety Management.	2
4.	ISO / TS 16949 : 2009	Quality Management Systems for automotive production and relevant service part organizations.	2
5.	IRS	Indian Register of Shipping IRCLASS	2
6.	REACH Compliance	Requirements of marketing products in European Union countries.	2
7.	WRAS/KTW/Australian Water Authority	Water Regulation Advisory Scheme for drinking water. Guidelines are issued by Federal Environmental Agency relates to hygienic assessment of organic materials in contact with drinking water.	1
8	CE Certification	CE Marking is a mandatory conformity marking for products sold in the European Economic Area. CE Marking is the manufacturers' declaration that the product meets the requirements of applicable EC directives.	1
9.	Food Grad Registration (FDA)	US FDA Food, Beverage and Dietary supplement regulations.	1
10.	DSIR Approval	Directory of Recognized Scientific and Industrial Research Organization.	2
11.	ISO / IEC 17025 : 2008 (NABL)	General requirements for the competence of testing and calibration laboratories.	2
12.	MSHA Approval	Mine Safety and Health Administration.	1
13.	SA 8000	Social Accountability.	1
14.	ISO 10002	Quality Management System Standard for customer satisfaction and guidelines for complaint handling.	1
15.	ISO 13485 : 2003	Quality Management System for Medical Devices.	1
16.	ISO 50001	Energy Management Systems.	1